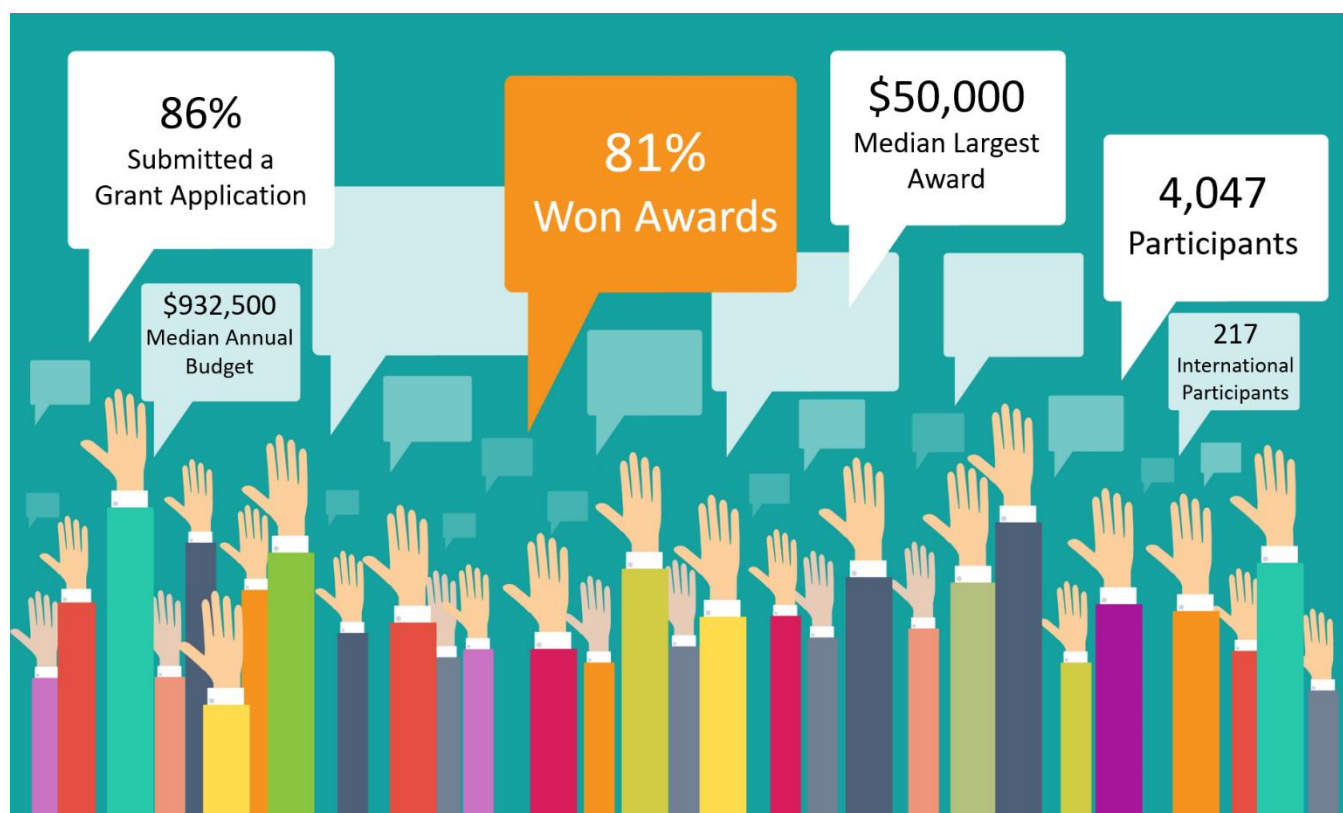


Mission Focus

The Fall 2017

State of Grantseeking™ Report



OUR UNDERWRITERS

We extend our appreciation to the underwriters for their invaluable support.



OUR ADVOCATES

We extend our appreciation to the following organizations and businesses for their generous support in promoting the survey.



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THE NONPROFIT
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SOUTHEAST TEXAS
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INTRODUCTION

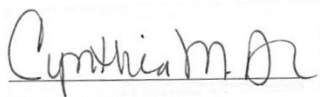
As a leader in the nonprofit sector part of your job is to know about the latest trends and to apply lessons learned by others to the strategic development of your organization. We are here to help you do just that.

The primary objectives of the twice-yearly State of Grantseeking Report are to help you both understand the recent trends in grantseeking and identify benchmarks to help you measure your own success in the field.

This document, *The Fall 2017 State of Grantseeking™ Report*, is the result of the 15th semiannual informal survey of organizations conducted by GrantStation to help illustrate the current state of grantseeking in the U.S.

Underwritten by [Altum/PhilanTrack](#), [Foundant-GrantHub](#), the [Grant Professionals Association](#), [GrantVantage](#), and [TechSoup](#), this report looks at sources of grant funding through a variety of lenses, providing the reader with benchmarks to help them understand the grantseeking and grant giving landscape.

I would like to personally thank the 4,047 respondents who made this report possible. I hope that the information and benchmarks provided will assist each of you in your good work. Responding regularly to a twice-yearly survey takes commitment, and on behalf of the organizations that will benefit from this analysis and those of us at GrantStation, our underwriters, our advocates, and our collaborators, I thank you.



Cynthia M. Adams

Founder and CEO

EXECUTIVE SUMMARY

The recent, grassroots results of *The Fall 2017 State of Grantseeking™ Survey* suggest that the sector is reflecting the atmosphere of uncertainty caused by Federal and state government program changes. Based on the results of this survey, we suggest that for 2018 you may want to project the same total number of awards as in 2017, and plan for no increase in the value of those awards.

However, be aware that grant funding is available. According to *The Fall 2017 State of Grantseeking™ Report*, 66% of those organizations that submitted just one grant application won an award. In addition, submitting a higher number of applications increased the likelihood of winning awards. Eighty-eight percent of our respondents who submitted three to five grant applications received at least one award, and 98% of those who submitted six to ten grant applications received at least one award.

So, one way to increase your organization's chance of winning grant awards is to submit at least three grant applications. This can be difficult to do, especially for organizations with small annual budgets. Only 57% of small organizations submitted at least one application in the first six months of 2017, compared to 84% of medium organizations, 92% of large organizations, 97% of very large organizations, and 98% of extra-large organizations.

Private foundations continue to be a funding source for most respondents; 80% reported that they received awards from private foundations. Within organizational budget ranges, 53% of small organizations, 79% of medium organizations, 86% of large organizations, 90% of very large organizations, and 89% of extra-large organizations reported that received funding from private foundations. Although government awards are still "big money," organizations should research today's private foundations to learn how they can fund projects or programs.

Another benchmark to consider before submitting an application is organizational age. Funders (particularly the Federal government) tend to look for proof of an organization's sustainability as evidenced by its age. Over 80% of organizations that reported the Federal government as the source of their largest award were over twenty-five years old. However, 50% of organizations that reported corporations as the source of their largest award were over twenty-five years old. Thus, a younger organization may expect an award from a corporation more frequently than from the Federal government. Organizational age tends to increase with increases in organizational budget size; 78% of organizations with small budgets were 25 years old or younger, while 73% of extra-large organizations were over 50 years old.

Organizational collaboration may be another way to increase grantseeking success; it is a trending topic and is encouraged by many funders. Keep in mind that an organization's annual budget, with the implied increases in staff and infrastructure in tandem with the increases in budget size, has an effect on collaborative activities. In the Fall 2017 Report, the budget entry

point to participation in collaborative grantseeking was \$25,000,000. Sixty-four percent of organizations with budgets of \$25,000,000 or more participated in collaborative grantseeking in the first six months of 2017. In comparison, 27% of organizations with budgets under \$25,000,000 participated in collaborative grantseeking in the first six months of 2017.

With just 18% of respondents reporting general support as their largest award type, grant funding for indirect/administrative costs is a continued challenge to organizations. Our respondents generally kept their costs low; 61% reported indirect/administrative costs as 20% or less of their total budgets. By budget range, indirect/administrative costs comprised 20% or less of the annual budget for 68% of small organizations, 62% of medium organizations, 78% of large organizations, 58% of very large organizations, and 45% of extra-large organizations.

Respondents were asked, "How did you reduce your indirect/administrative costs?" Just over half (51%) reported that they reduced these costs by eliminating staff, while 31% reported increased reliance on volunteer labor. By budget size, more than half of organizations in medium (53%), large (63%), very large (73%), and extra-large (52%) organizations reported that they reduced indirect/administrative costs by eliminating staff, while 58% of small organizations increased their reliance on volunteer labor.

We at GrantStation hope the State of Grantseeking Reports help to alleviate some of the frustration among nonprofit organizations as they engage in grantseeking activities. Overall, this report speaks to the importance of targeting the right grantmakers. How can this report help your organization find the funding it needs?

First, compare your organization's grantseeking to this report. Are there areas of performance where your organization excels, or where it could stand to improve? Next, set realistic expectations for the projected contribution of grant awards to your budget, using the results of this survey as one of your guides.

Because these reports are meant to serve you and to help you determine where you need to focus your energy, you may consider setting aside time in your next Board of Directors meeting to discuss this report and how the information can be used to help you build a successful and resilient grant management strategy.

Finally, consider investing in tools to help organizational growth, such as Membership in GrantStation. At [GrantStation](#), we help you to keep your organization financially healthy through assistance in developing a strong grantseeking strategy. [Member Benefits](#) provide the tools for you to find new grant sources, build a strong grantseeking program, and write winning grant proposals.

Ellen C. Mowrer

President, GrantStation

MISSION FOCUS DEFINITION

The organizational experience determined by mission focus is a key factor influencing grantseeking activities. When viewed through the lens of mission focus, variations among grant management and strategy profiles and organizational demographic profiles help us to understand the current state of grantseeking at a more granular and actionable level, and serve as a tool to assist in the 2018 planning process.

Of the 25 mission focus choices in the *Fall 2017 State of Grantseeking™ Survey*, which are based on the National Taxonomy of Exempt Entities Classification System, 16 comprised 90% of respondent organizations. For this report, we combined the remaining mission focuses (each of which had under 2% of our 4,047 respondents) into the Other mission focuses category. In addition, we separated Educational Institutions from the Education mission focus. For this report, mission focus classifications are defined as:

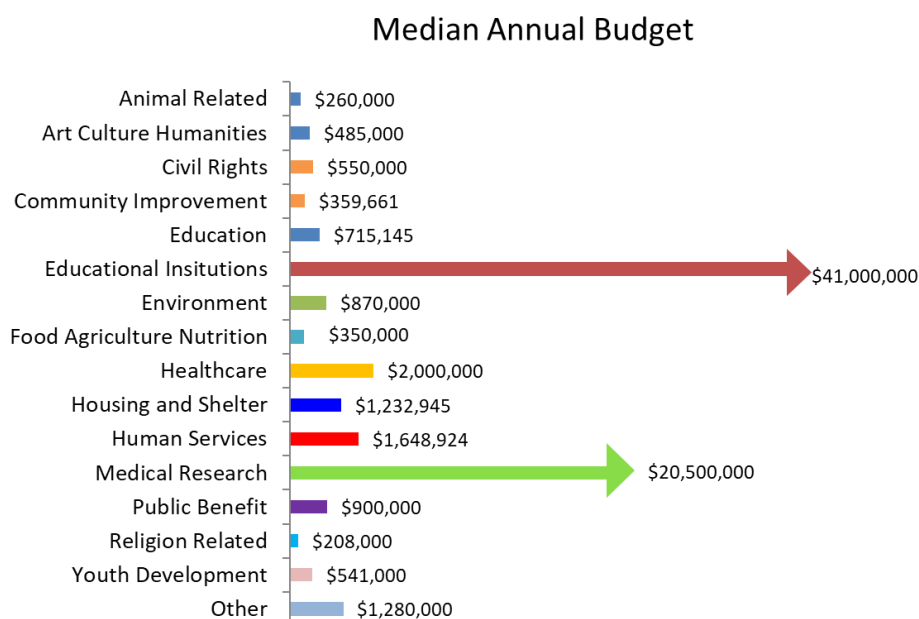
Mission Focus	Respondents
Animal Related	3%
Art, Culture, and Humanities	11%
Civil Rights	2%
Community Improvement	5%
Education	8%
Educational Institutions	10%
Environment	3%
Food, Agriculture, and Nutrition	2%
Healthcare	9%
Housing and Shelter	3%
Human Services	20%
Medical Research	4%
Public Benefit	2%
Religion Related	2%
Youth Development	6%
Other	10%

ANNUAL BUDGET

Organizational size determined by annual budget is a key factor influencing the grantseeking experience. Larger budgets imply more staff, greater sustainability as evidenced by organizational age, and a more active grantseeking program.

The median annual budget for nonprofit organizations ranged from \$208,000 for Religion-Related organizations to \$2,000,000 for Healthcare organizations. Outliers included Educational

Institutions, reporting a median annual budget of \$41,000,000, and Medical Research organizations, reporting a median annual budget of \$20,500,000.



COMPARISON BY MISSION FOCUS

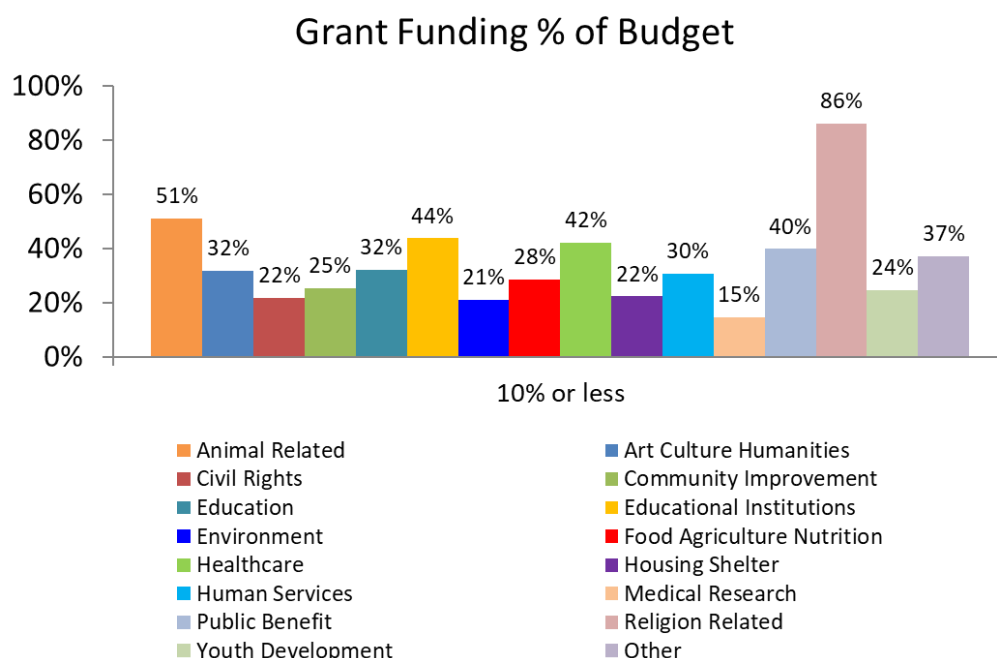
GRANT FUNDING BUDGET CONTRIBUTION

Grant funding as a percentage of the annual budget varied by mission focus.

% of Budget	Animal Related	Art Culture Humanities	Civil Rights	Community Improvement	Education	Educational Institutions	Environment	Food Agriculture Nutrition
10% or less	51%	32%	22%	25%	32%	44%	21%	28%
11 - 25%	27%	34%	6%	17%	20%	30%	21%	15%
26 - 50%	14%	23%	14%	19%	17%	16%	26%	30%
51 - 75%	6%	9%	19%	19%	17%	6%	14%	19%
Over 75%	3%	2%	39%	20%	13%	4%	18%	7%

% of Budget	Healthcare	Housing Shelter	Human Services	Medical Research	Public Benefit	Religion Related	Youth Development	Other
10% or less	42%	22%	30%	15%	40%	86%	24%	37%
11 - 25%	23%	28%	21%	24%	21%	3%	18%	19%
26 - 50%	14%	29%	19%	22%	15%	3%	25%	18%
51 - 75%	11%	9%	15%	21%	11%	3%	21%	11%
Over 75%	10%	12%	15%	18%	14%	5%	12%	15%

The following chart, which illustrates the effect of mission focus on grant funding, shows the percentage of respondents that relied on grants to fund 10% or less of their annual budget.



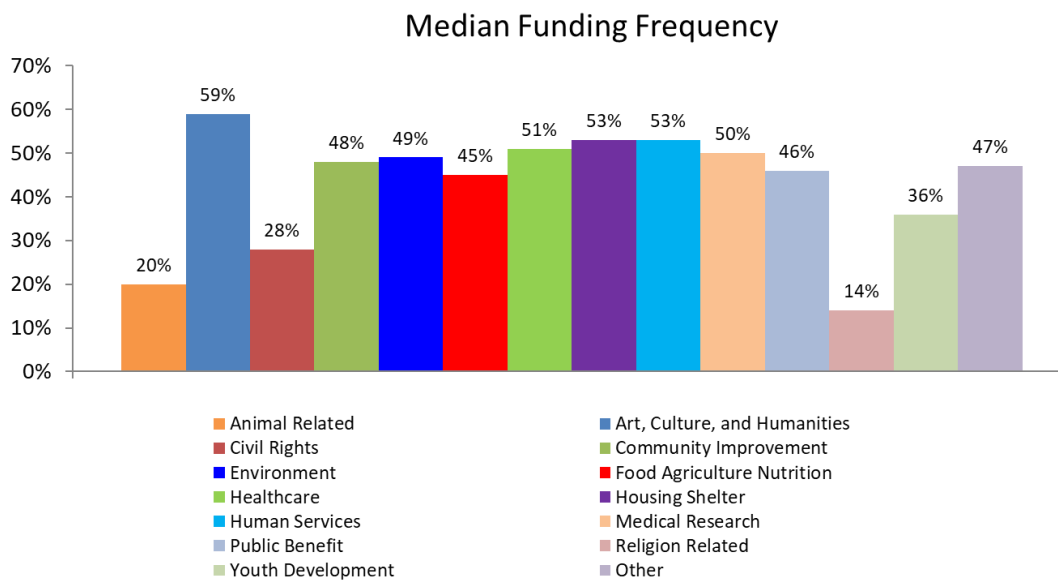
GRANT FUNDING SOURCES

Grant funding sources varied by mission focus. The mission with the highest rate of response for each funding source is highlighted in yellow in the following chart.

Funding Sources	Animal Related	Art Culture Humanities	Civil Rights	Community Improvement	Education	Educational Institutions	Environment	Food Agriculture Nutrition
Private Foundation Grants	81%	86%	79%	62%	76%	92%	90%	73%
Community Foundation Grants	56%	72%	53%	61%	60%	71%	67%	64%
Corporate Grants	58%	56%	40%	52%	58%	71%	65%	76%
Corporate Gifts	28%	30%	24%	24%	29%	43%	35%	45%
Federal Grants	7%	34%	23%	50%	28%	82%	44%	45%
State Grants	10%	65%	31%	45%	37%	80%	54%	34%
Local Government Grants	13%	62%	21%	40%	27%	55%	33%	43%
Other Grant Sources	4%	7%	17%	17%	10%	7%	3%	10%

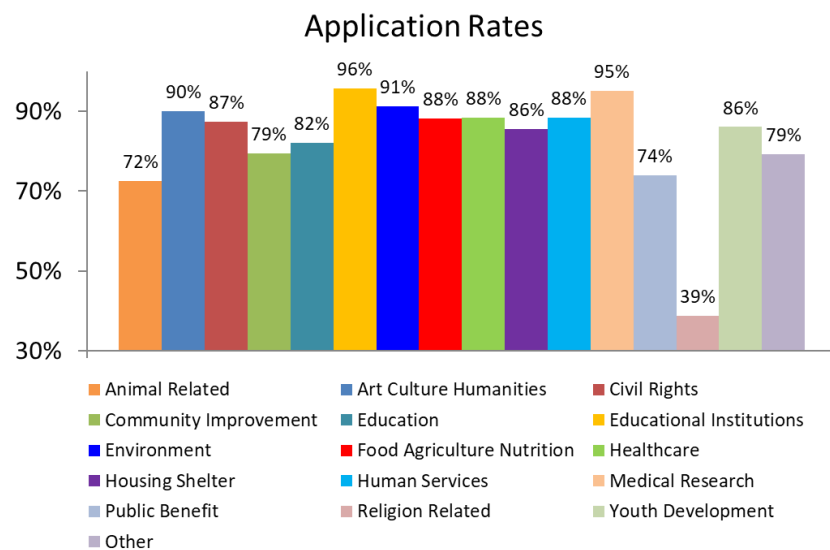
Funding Sources	Healthcare	Housing Shelter	Human Services	Medical Research	Public Benefit	Religion Related	Youth Development	Other
Private Foundation Grants	82%	83%	82%	88%	61%	67%	80%	72%
Community Foundation Grants	67%	71%	74%	46%	43%	27%	68%	50%
Corporate Grants	66%	72%	65%	54%	57%	19%	62%	54%
Corporate Gifts	33%	43%	35%	35%	17%	10%	34%	24%
Federal Grants	49%	52%	46%	82%	49%	6%	28%	48%
State Grants	53%	46%	54%	69%	54%	8%	38%	46%
Local Government Grants	40%	53%	51%	43%	33%	8%	34%	34%
Other Grant Sources	7%	9%	11%	5%	14%	31%	13%	13%

The following chart reflects the median rate of all funding sources (private foundations through “other” grant sources) for each mission focus. The chart helps to quantify each mission’s overall funding frequency in comparison to that of other missions.

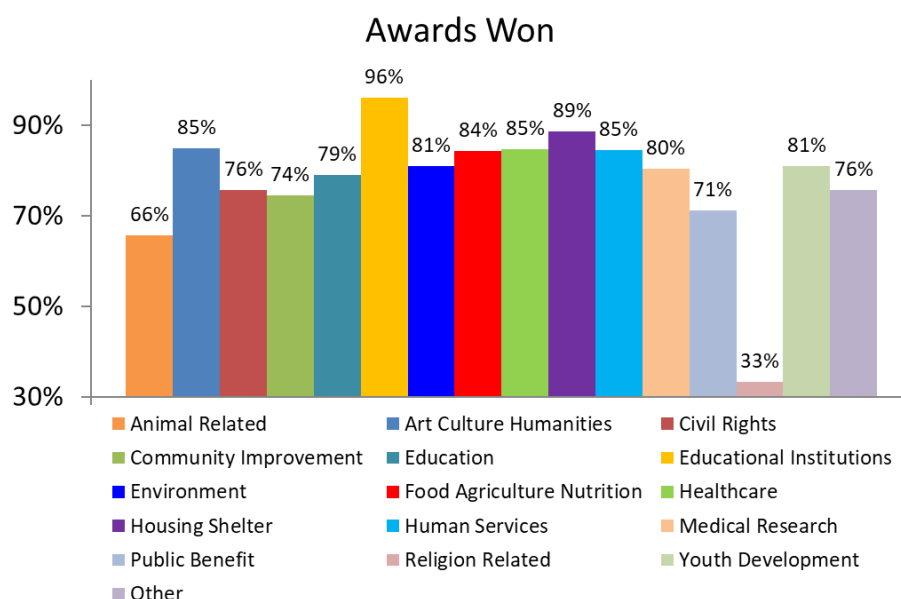


APPLICATION RATES AND GRANT AWARDS

Most respondents to the Fall 2017 Report (86%) submitted a grant application during the first half of 2017. Application rates ranged from 39% for Religion-Related missions to 96% for Educational Institutions.



During the first half of 2017, 81% of respondents who applied for at least one grant received at least one grant award. The rate of winning an award varied by mission focus. Religion-Related organizations reported the lowest rate (33%), while Educational Institutions reported the highest rate of winning at least one grant award (96%).



LARGEST SOURCE OF TOTAL FUNDING

The largest source of total grant funding varied by mission focus. Private foundations and the Federal government were most frequently reported as the largest source of total grant funding.

The mission with highest rate of response for each source of funding is highlighted in yellow in the following chart.

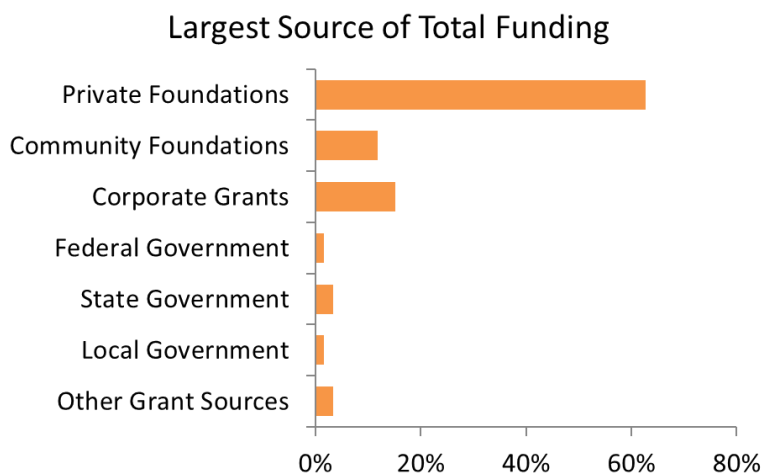
Largest Source of Total Funding	Animal Related	Art Culture Humanities	Civil Rights	Community Improvement	Education	Educational Institutions	Environment	Food Agriculture Nutrition
Private Foundation Grants	63%	41%	55%	22%	34%	20%	53%	37%
Community Foundation Grants	12%	9%	6%	13%	11%	3%	5%	7%
Corporate Grants	15%	5%	10%	11%	17%	4%	5%	17%
Federal Grants	2%	5%	4%	22%	10%	55%	14%	27%
State Grants	3%	20%	12%	17%	13%	14%	14%	7%
Local Government Grants	2%	15%	4%	5%	5%	2%	7%	5%
Other Grant Sources	3%	5%	8%	10%	9%	3%	3%	0%

Largest Source of Total Funding	Healthcare	Housing Shelter	Human Services	Medical Research	Public Benefit	Religion Related	Youth Development	Other
Private Foundation Grants	38%	35%	30%	18%	30%	63%	37%	31%
Community Foundation Grants	5%	8%	9%	5%	4%	5%	14%	5%
Corporate Grants	8%	11%	7%	2%	13%	5%	14%	11%
Federal Grants	30%	24%	22%	64%	30%	0%	9%	28%
State Grants	12%	8%	18%	5%	11%	11%	14%	11%
Local Government Grants	5%	8%	10%	2%	11%	5%	8%	3%
Other Grant Sources	2%	6%	4%	4%	2%	11%	5%	10%

- Private foundations were most frequently the largest source of total grant funding for organizations of every mission focus except for Educational Institutions and Medical Research. Animal-Related and Religion-Related organizations (63%) most frequently reported private foundations as the largest source of total funding, while Educational Institutions (20%) and Medical Research focused organizations (18%) least frequently reported private foundations as the largest source of total funding.
- Community foundations were most frequently reported as the largest source of total funding by Youth Development organizations (14%), while Educational Institutions (3%) least frequently reported community foundations as the largest source of total funding.
- Corporations were most frequently reported as the largest source of total funding by both Education organizations (17%) and Food, Agriculture, and Nutrition organizations (17%). Medical Research organizations (2%) least frequently reported corporations as the largest total funding source.
- The Federal government was most frequently reported as the largest source of total funding by Medical Research organizations (64%). Animal-Related organizations (2%) least frequently reported the Federal government as the largest total funding source. No Religion-Related organizations reported the Federal government as the largest source of total funding.
- State government was most frequently reported as the largest source of total funding by Art, Culture, and Humanities organizations (20%), while Animal-Related organizations (3%) least frequently reported state government as the largest total funding source.
- Local government was most frequently reported as the largest source of total funding by Art, Culture, and Humanities organizations (15%), while Animal-Related organizations, Educational Institutions, and Medical Research organizations (all 2%) least frequently reported local government as the largest total funding source.
- Other funding sources were most frequently reported as the largest source of total funding by Religion-Related organizations (11%). Organizations that least frequently reported “other” funding sources as the largest total funding source included Healthcare focused organizations and Public Benefit organizations (both 2%). No Food, Agriculture, and Nutrition organizations reported “other” funding sources as the largest source of total funding.

By mission focus, the largest source of total funding trends are as follows:

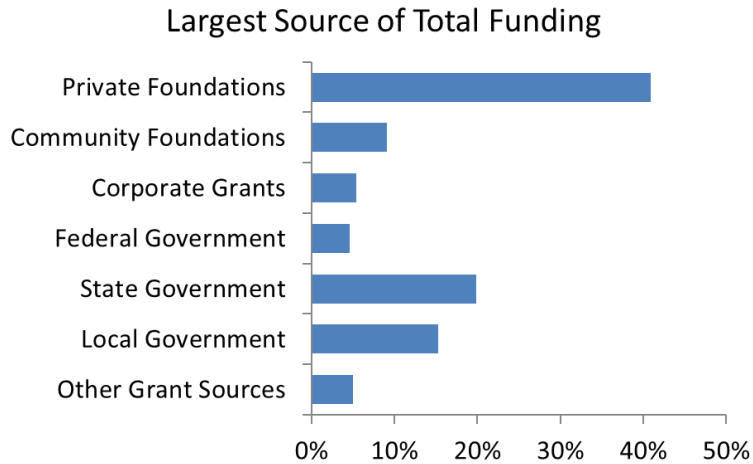
ANIMAL-RELATED ORGANIZATIONS



LARGEST SOURCE OF TOTAL FUNDING TRENDS FOR ANIMAL-RELATED ORGANIZATIONS:

- ↓ Private foundations were the largest total funding source for 63% of respondents, a 6% decrease from the Spring 2017 Report, and a 20% increase from the Fall 2016 Report.
- ↑ Community foundations were the largest total funding source for 12% of respondents, a 112% increase from the Spring 2017 Report, and a 17% increase from the Fall 2016 Report.
- ↓ Corporate grants were the largest total funding source for 15% of respondents, an 18% decrease from the Spring 2017 Report, and a 30% decrease from the Fall 2016 Report.
- ↓ Federal government grants were the largest total funding source for 2% of respondents, an 11% decrease from the Spring 2017 Report, and a 42% decrease from the Fall 2016 Report.
- ↑ State government grants were the largest total funding source for 3% of respondents, a 17% increase from the Fall 2016 Report. No respondents reported state government grants as the largest total funding source in the Spring 2017 Report.
- ↑ Local government grants were the largest total funding source for 2% of respondents, a 77% decrease from the Fall 2016 Report. No respondents reported local government grants as the largest total funding source in the Spring 2017 Report.
- ↓ Other grant sources were the largest total funding source for 3% of respondents, a 54% decrease from the Spring 2017 Report, and a 17% increase from the Fall 2016 Report.

ART, CULTURE, AND HUMANITIES ORGANIZATIONS

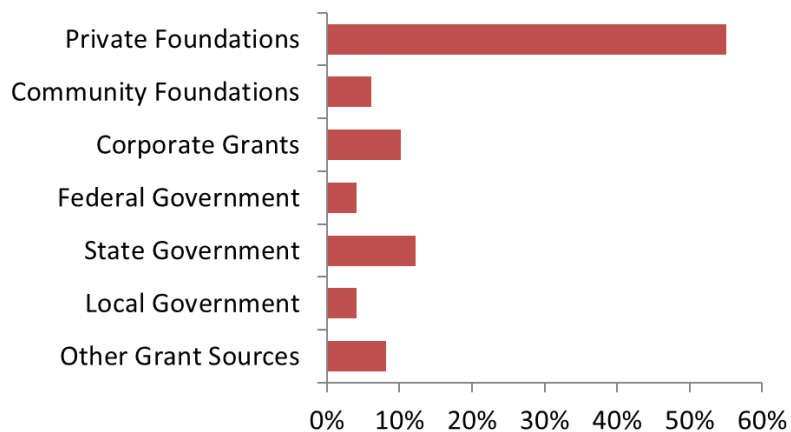


LARGEST SOURCE OF TOTAL FUNDING TRENDS FOR ART, CULTURE, AND HUMANITIES ORGANIZATIONS:

- ↑ Private foundations were the largest total funding source for 41% of respondents, a 16% increase from the Spring 2017 Report, and an 8% decrease from the Fall 2016 Report.
- ↓ Community foundations were the largest total funding source for 9% of respondents, a 12% decrease from the Spring 2017 Report, and a 3% decrease from the Fall 2016 Report.
- ↓ Corporate grants were the largest total funding source for 5% of respondents, a 61% decrease from the Spring 2017 Report, and a 28% decrease from the Fall 2016 Report.
- ↓ Federal government grants were the largest total funding source for 5% of respondents, a 24% decrease from the Spring 2017 Report, and a 20% increase from the Fall 2016 Report.
- ↑ State government grants were the largest total funding source for 20% of respondents, a 26% increase from the Spring 2017 Report, and a 2% decrease from the Fall 2016 Report.
- Local government grants were the largest total funding source for 15% of respondents, the same rate as both the Spring 2017 and Fall 2016 Reports.
- ↑ Other grant sources were the largest total funding source for 5% of respondents, a 31% increase from the Spring 2017 Report, and an 11% decrease from the Fall 2016 Report.

CIVIL RIGHTS ORGANIZATIONS

Largest Source of Total Funding

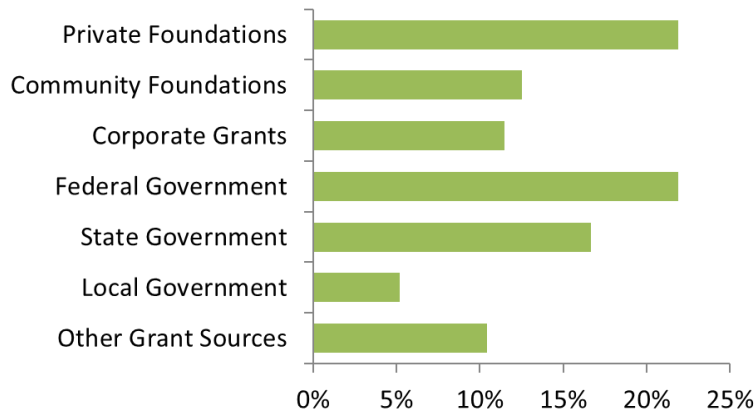


LARGEST SOURCE OF TOTAL FUNDING TRENDS FOR CIVIL RIGHTS ORGANIZATIONS:

- ↓ Private foundations were the largest total funding source for 55% of respondents, a 4% decrease from the Fall 2016 Report. Data for Civil Rights organizations were not available for Spring 2017 due to a low number of Civil Rights mission focused respondents.
- ↑ Community foundations were the largest total funding source for 6% of respondents, a 222% increase from the Fall 2016 Report.
- ↑ Corporate grants were the largest total funding source for 10% of respondents, a 176% increase from the Fall 2016 Report.
- ↓ Federal government grants were the largest total funding source for 4% of respondents, a 78% decrease from the Fall 2016 Report.
- ↑ State government grants were the largest total funding source for 12% of respondents, a 544% increase from the Fall 2016 Report.
- ↓ Local government grants were the largest total funding source for 4% of respondents, a 45% decrease from the Fall 2016 Report.
- ↓ Other grant sources were the largest total funding source for 8% of respondents, a 12% decrease from the Fall 2016 Report.

COMMUNITY IMPROVEMENT ORGANIZATIONS

Largest Source of Total Funding

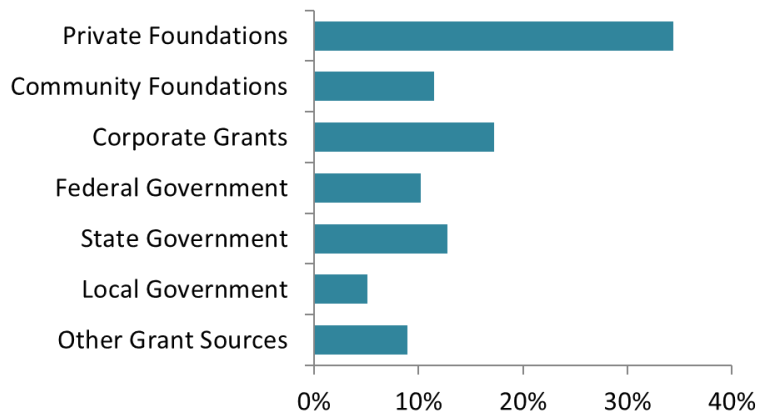


LARGEST SOURCE OF TOTAL FUNDING TRENDS FOR COMMUNITY IMPROVEMENT ORGANIZATIONS:

- ↓ Private foundations were the largest total funding source for 22% of respondents, a 6% decrease from the Spring 2017 Report, and a 25% decrease from the Fall 2016 Report.
- ↑ Community foundations were the largest total funding source for 13% of respondents, a 28% increase from the Spring 2017 Report, and the same rate as the Fall 2016 Report.
- Corporate grants were the largest total funding source for 11% of respondents, the same rate as the Spring 2017 Report, and a 22% decrease from the Fall 2016 Report.
- ↓ Federal government grants were the largest total funding source for 22% of respondents, an 18% decrease from the Spring 2017 Report, and a 24% increase from the Fall 2016 Report.
- ↑ State government grants were the largest total funding source for 17% of respondents, a 24% increase from the Spring 2017 Report, and a 14% increase from the Fall 2016 Report.
- ↑ Local government grants were the largest total funding source for 5% of respondents, a 41% increase from the Spring 2017 Report, and a 37% decrease from the Fall 2016 Report.
- ↓ Other grant sources were the largest total funding source for 10% of respondents, a 15% decrease from the Spring 2017 Report, and a 236% increase from the Fall 2016 Report.

EDUCATION ORGANIZATIONS

Largest Source of Total Funding

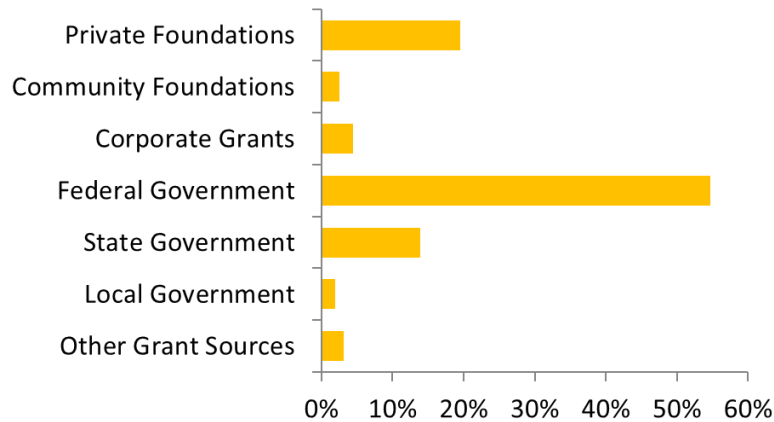


LARGEST SOURCE OF TOTAL FUNDING TRENDS FOR EDUCATION ORGANIZATIONS:

- ↓ Private foundations were the largest total funding source for 34% of respondents, a 14% decrease from the Spring 2017 Report, and a 16% decrease from the Fall 2016 Report.
- Community foundations were the largest total funding source for 11% of respondents, the same rate as the Spring 2017 Report, and a 27% increase from the Fall 2016 Report.
- ↑ Corporate grants were the largest total funding source for 17% of respondents, a 20% increase from the Spring 2017 Report, and a 5% increase from the Fall 2016 Report.
- Federal government grants were the largest total funding source for 10% of respondents, the same rate as the Spring 2017 Report, and a 38% increase from the Fall 2016 Report.
- ↓ State government grants were the largest total funding source for 13% of respondents, a 16% decrease from the Spring 2017 Report, and a 14% decrease from the Fall 2016 Report.
- ↑ Local government grants were the largest total funding source for 5% of respondents, an 89% increase from the Spring 2017 Report, and a 538% increase from the Fall 2016 Report.
- ↑ Other grant sources were the largest total funding source for 9% of respondents, a 26% increase from the Spring 2017 Report, and a 17% decrease from the Fall 2016 Report.

EDUCATIONAL INSTITUTIONS

Largest Source of Total Funding

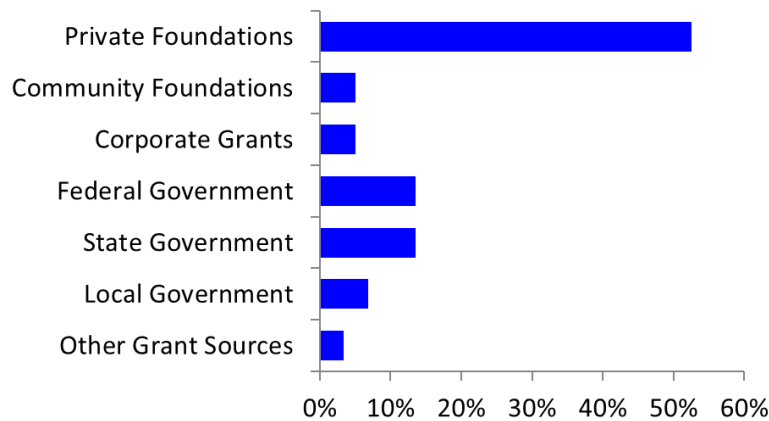


LARGEST SOURCE OF TOTAL FUNDING TRENDS FOR EDUCATIONAL INSTITUTIONS:

- ↓ Private foundations were the largest total funding source for 20% of respondents, a 47% decrease from the Spring 2017 Report, and a 7% increase from the Fall 2016 Report.
- ↓ Community foundations were the largest total funding source for 3% of respondents, a 37% decrease from the Spring 2017 Report, and a 52% decrease from the Fall 2016 Report.
- Corporate grants were the largest total funding source for 4% of respondents, the same rate as the Spring 2017 Report, and a 2% decrease from the Fall 2016 Report.
- ↑ Federal government grants were the largest total funding source for 55% of respondents, a 27% increase from both the Spring 2017 and Fall 2016 Reports.
- ↑ State government grants were the largest total funding source for 14% of respondents, a 26% increase from the Spring 2017 Report, and a 43% decrease from the Fall 2016 Report.
- ↑ Local government grants were the largest total funding source for 2% of respondents. No respondents reported local government grants as the largest total funding source in the Spring 2017 Report. Local government grants as the largest total funding source decreased 77% from the Fall 2016 Report.
- ↓ Other grant sources were the largest total funding source for 3% of respondents, a 67% decrease from the Spring 2017 Report, and a 17% decrease from the Fall 2016 Report.

ENVIRONMENT ORGANIZATIONS

Largest Source of Total Funding

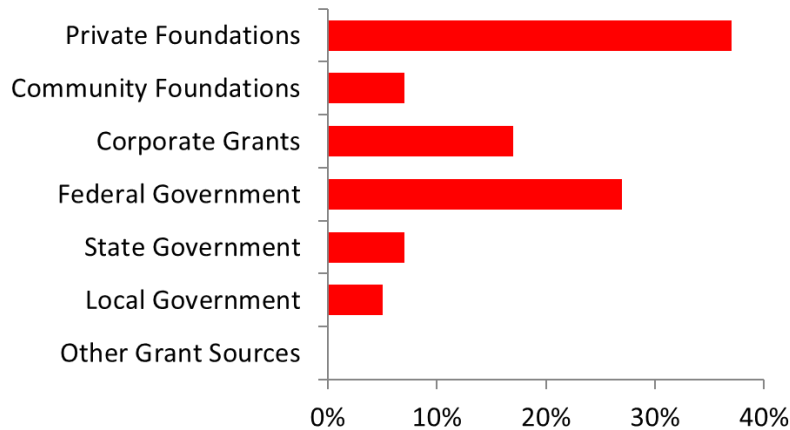


LARGEST SOURCE OF TOTAL FUNDING TRENDS FOR ENVIRONMENT ORGANIZATIONS:

- ↑ Private foundations were the largest total funding source for 53% of respondents, a 24% increase from the Spring 2017 Report, and the same rate as the Fall 2016 Report.
- ↓ Community foundations were the largest total funding source for 5% of respondents, a 58% decrease from the Spring 2017 Report, and a 41% increase from the Fall 2016 Report.
- ↓ Corporate grants were the largest total funding source for 5% of respondents, a 67% decrease from the Spring 2017 Report, and a 53% decrease from the Fall 2016 Report.
- ↓ Federal government grants were the largest total funding source for 14% of respondents, a 19% decrease from the Spring 2017 Report, and a 63% increase from the Fall 2016 Report.
- ↑ State government grants were the largest total funding source for 14% of respondents, a 78% increase from the Spring 2017 Report, and a 13% decrease from the Fall 2016 Report.
- ↑ Local government grants were the largest total funding source for 7% of respondents, a 465% increase from the Fall 2016 Report. No respondents reported local government grants as the largest total funding source in the Spring 2017 Report.
- ↓ Other grant sources were the largest total funding source for 3% of respondents, a 44% decrease from the Spring 2017 Report, and a 59% decrease from the Fall 2016 Report.

FOOD, AGRICULTURE, AND NUTRITION ORGANIZATIONS

Largest Source of Total Funding

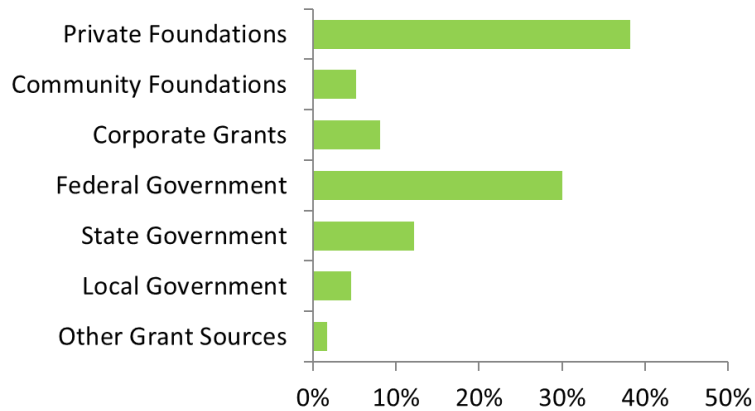


LARGEST SOURCE OF TOTAL FUNDING TRENDS FOR FOOD, AGRICULTURE, AND NUTRITION ORGANIZATIONS:

- ↓ Private foundations were the largest total funding source for 37% of respondents, a 28% decrease from the Spring 2017 Report, and a 12% decrease from the Fall 2016 Report.
- ↓ Community foundations were the largest total funding source for 7% of respondents, an 18% decrease from the Spring 2017 Report, and a 65% increase from the Fall 2016 Report.
- ↓ Corporate grants were the largest total funding source for 17% of respondents, a 15% decrease from the Spring 2017 Report, and a 106% increase from the Fall 2016 Report.
- ↑ Federal government grants were the largest total funding source for 27% of respondents, a 300% increase from the Spring 2017 Report, and an 84% increase from the Fall 2016 Report.
- State government grants were the largest total funding source for 7% of respondents, the same rate as the Spring 2017 Report, and a 16% increase from the Fall 2016 Report.
- ↓ Local government grants were the largest total funding source for 5% of respondents, an 11% decrease from both the Spring 2017 and Fall 2016 Reports.
- ↓ No respondents reported other grant sources as the largest total funding source in the Spring 2017 Report, a decrease from both the Spring 2017 and Fall 2017 Reports.

HEALTHCARE ORGANIZATIONS

Largest Source of Total Funding

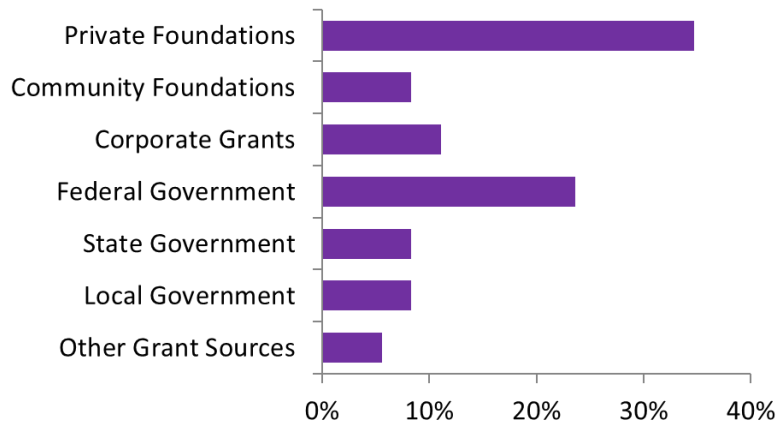


LARGEST SOURCE OF TOTAL FUNDING TRENDS FOR HEALTHCARE ORGANIZATIONS:

- ↓ Private foundations were the largest total funding source for 38% of respondents, a 12% decrease from the Spring 2017 Report, and a 10% decrease from the Fall 2016 Report.
- ↓ Community foundations were the largest total funding source for 5% of respondents, a 15% decrease from the Spring 2017 Report, and a 45% decrease from the Fall 2016 Report.
- ↑ Corporate grants were the largest total funding source for 8% of respondents, a 33% increase from the Spring 2017 Report, and a 19% decrease from the Fall 2016 Report.
- ↑ Federal government grants were the largest total funding source for 30% of respondents, a 64% increase from the Spring 2017 Report, and a 59% increase from the Fall 2016 Report.
- ↓ State government grants were the largest total funding source for 12% of respondents, a 34% decrease from the Spring 2017 Report, and the same rate as the Fall 2016 Report.
- ↑ Local government grants were the largest total funding source for 5% of respondents, a 7% increase from the Spring 2017 Report, and an 18% increase from the Fall 2016 Report.
- ↓ Other grant sources were the largest total funding source for 2% of respondents, a 51% decrease from the Spring 2017 Report, and a 48% decrease from the Fall 2016 Report.

HOUSING AND SHELTER ORGANIZATIONS

Largest Source of Total Funding

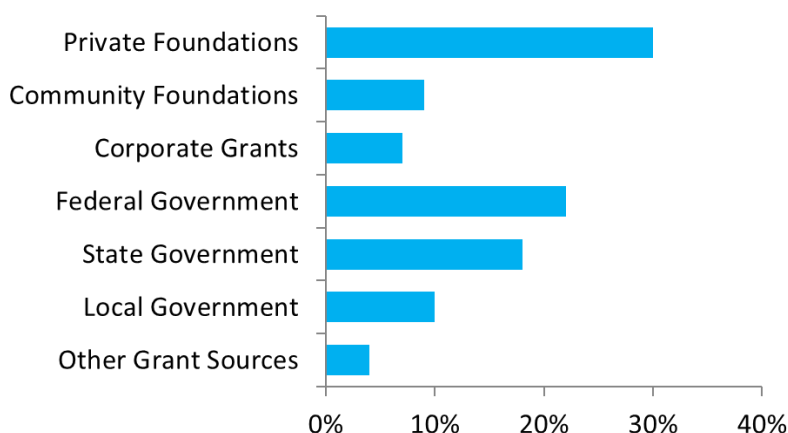


LARGEST SOURCE OF TOTAL FUNDING TRENDS FOR HOUSING AND SHELTER ORGANIZATIONS:

- ↑ Private foundations were the largest total funding source for 35% of respondents, a 34% increase from the Spring 2017 Report, and an 11% increase from the Fall 2016 Report.
- ↓ Community foundations were the largest total funding source for 8% of respondents, a 21% decrease from the Spring 2017 Report, and a 17% increase from the Fall 2016 Report.
- ↓ Corporate grants were the largest total funding source for 11% of respondents, a 33% decrease from the Spring 2017 Report, and the same rate as the Fall 2016 Report.
- ↓ Federal government grants were the largest total funding source for 24% of respondents, a 9% decrease from the Spring 2017 Report, and a 6% increase from the Fall 2016 Report.
- ↑ State government grants were the largest total funding source for 8% of respondents, a 41% increase from the Spring 2017 Report, and a 31% decrease from the Fall 2016 Report.
- ↓ Local government grants were the largest total funding source for 8% of respondents, a 29% decrease from the Spring 2017 Report, and a 25% decrease from the Fall 2016 Report.
- ↑ Other grant sources were the largest total funding source for 6% of respondents, a 59% increase from the Spring 2017 Report, and a 9% increase from the Fall 2016 Report.

HUMAN SERVICES ORGANIZATIONS

Largest Source of Total Funding

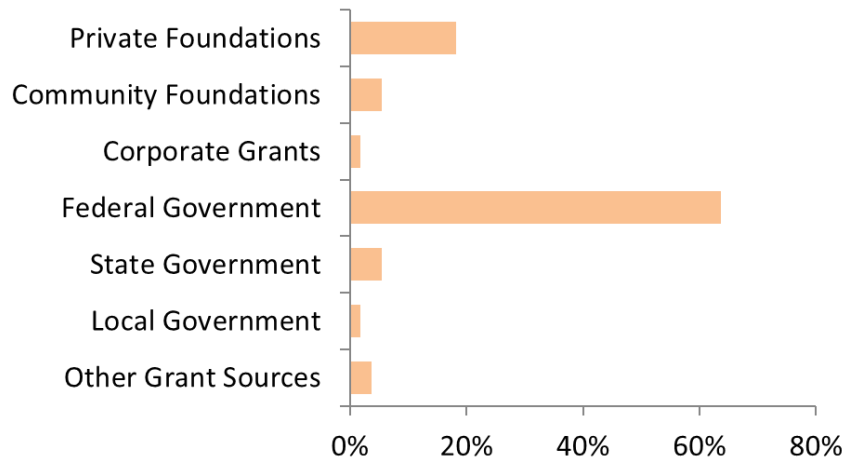


LARGEST SOURCE OF TOTAL FUNDING TRENDS FOR HUMAN SERVICES ORGANIZATIONS:

- ↓ Private foundations were the largest total funding source for 30% of respondents, a 17% decrease from the Spring 2017 Report, and a 15% decrease from the Fall 2016 Report.
- ↓ Community foundations were the largest total funding source for 9% of respondents, a 14% decrease from the Spring 2017 Report, and a 15% increase from the Fall 2016 Report.
- ↑ Corporate grants were the largest total funding source for 7% of respondents, a 17% increase from the Spring 2017 Report, and a 40% increase from the Fall 2016 Report.
- ↑ Federal government grants were the largest total funding source for 22% of respondents, a 4% increase from the Spring 2017 Report, and a 17% increase from the Fall 2016 Report.
- ↑ State government grants were the largest total funding source for 18% of respondents, a 47% increase from the Spring 2017 Report, and the same rate as the Fall 2016 Report.
- ↑ Local government grants were the largest total funding source for 10% of respondents, a 10% increase from both the Spring 2017 and Fall 2016 Reports.
- ↓ Other grant sources were the largest total funding source for 4% of respondents, a 23% decrease from the Spring 2017 Report, and a 35% decrease from the Fall 2016 Report.

MEDICAL RESEARCH ORGANIZATIONS

Largest Source of Total Funding

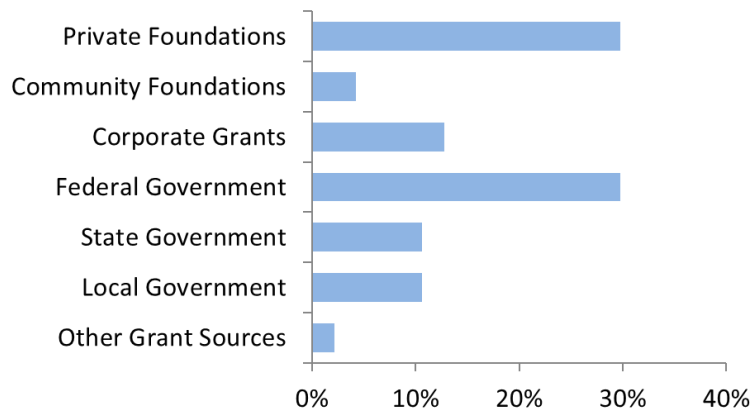


LARGEST SOURCE OF TOTAL FUNDING TRENDS FOR MEDICAL RESEARCH ORGANIZATIONS:

- Private foundations were the largest total funding source for 18% of respondents. Data for Medical Research organizations were not available prior to Fall 2017 due to a low number of Medical Research mission focused respondents.
- Community foundations were the largest total funding source for 5% of respondents.
- Corporate grants were the largest total funding source for 2% of respondents.
- Federal government grants were the largest total funding source for 64% of respondents.
- State government grants were the largest total funding source for 5% of respondents.
- Local government grants were the largest total funding source for 2% of respondents.
- Other grant sources were the largest total funding source for 4% of respondents.

PUBLIC BENEFIT ORGANIZATIONS

Largest Source of Total Funding

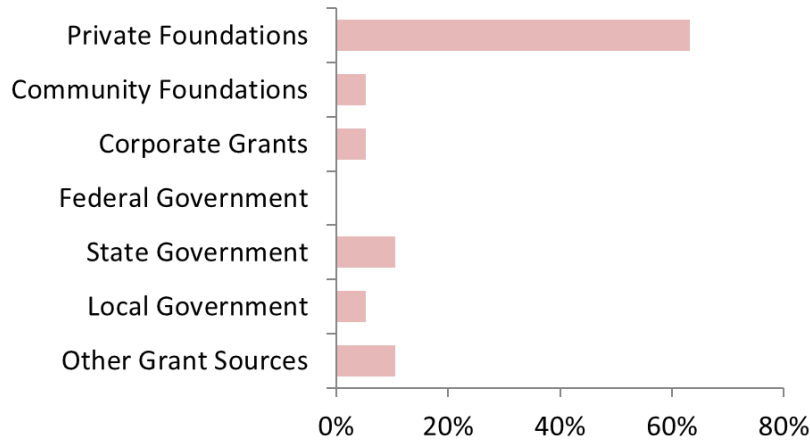


LARGEST SOURCE OF TOTAL FUNDING TRENDS FOR PUBLIC BENEFIT ORGANIZATIONS:

- ↓ Private foundations were the largest total funding source for 30% of respondents, a 15% decrease from the Spring 2017 Report, and a 38% increase from the Fall 2016 Report.
- ↑ Community foundations were the largest total funding source for 4% of respondents. No respondents reported community foundations as the largest total funding source in the Spring 2017 and Fall 2016 Reports.
- ↑ Corporate grants were the largest total funding source for 13% of respondents, a 58% increase from the Spring 2017 Report, and a 136% increase from the Fall 2016 Report.
- ↑ Federal government grants were the largest total funding source for 30% of respondents, a 23% increase from the Spring 2017 Report, and a 26% decrease from the Fall 2016 Report.
- ↓ State government grants were the largest total funding source for 11% of respondents, a 61% decrease from the Spring 2017 Report, and a 34% decrease from the Fall 2016 Report.
- ↑ Local government grants were the largest total funding source for 11% of respondents, a 294% increase from both the Spring 2017 and Fall 2016 Reports.
- ↓ Other grant sources were the largest total funding source for 2% of respondents, a 21% decrease from the Spring 2017 Report, and an 84% decrease from the Fall 2016 Report.

RELIGION-RELATED ORGANIZATIONS

Largest Source of Total Funding

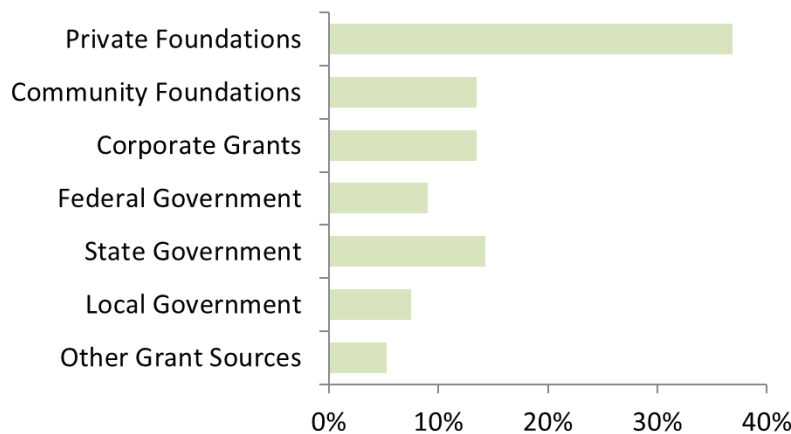


LARGEST SOURCE OF TOTAL FUNDING TRENDS FOR RELIGION-RELATED ORGANIZATIONS:

- Private foundations were the largest total funding source for 63% of respondents. Data for Religion-Related organizations were not available prior to Fall 2017 due to a low number of Religion-Related mission focused respondents.
- Community foundations were the largest total funding source for 5% of respondents.
- Corporate grants were the largest total funding source for 5% of respondents.
- No Religion-Related organizations reported Federal government grants as the largest total funding source.
- State government grants were the largest total funding source for 11% of respondents.
- Local government grants were the largest total funding source for 5% of respondents.
- Other grant sources were the largest total funding source for 11% of respondents.

YOUTH DEVELOPMENT ORGANIZATIONS

Largest Source of Total Funding

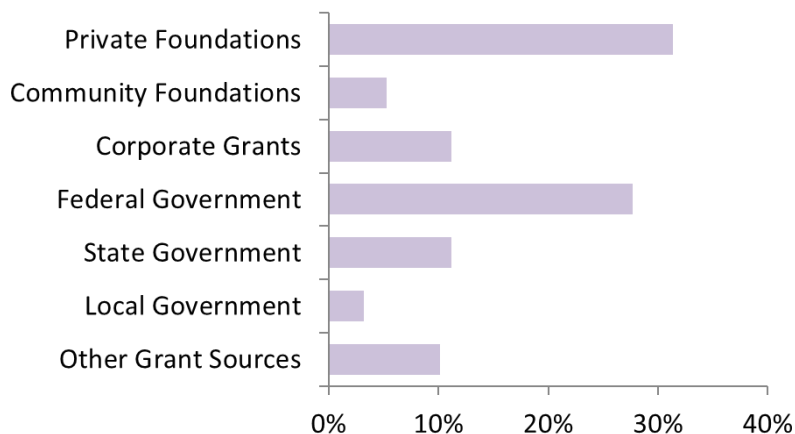


LARGEST SOURCE OF TOTAL FUNDING TRENDS FOR YOUTH DEVELOPMENT ORGANIZATIONS:

- ↓ Private foundations were the largest total funding source for 37% of respondents, a 30% decrease from the Spring 2017 Report, and a 20% decrease from the Fall 2016 Report.
- ↑ Community foundations were the largest total funding source for 14% of respondents, a 111% increase from the Spring 2017 Report, and a 9% increase from the Fall 2016 Report.
- ↓ Corporate grants were the largest total funding source for 14% of respondents, a 13% decrease from the Spring 2017 Report, and a 20% decrease from the Fall 2016 Report.
- ↓ Federal government grants were the largest total funding source for 9% of respondents, an 11% decrease from the Spring 2017 Report, and a 6% increase from the Fall 2016 Report.
- ↑ State government grants were the largest total funding source for 14% of respondents, a 123% increase from the Spring 2017 Report, and a 98% increase from the Fall 2016 Report.
- Local government grants were the largest total funding source for 8% of respondents, the same rate as the Spring 2017 Report, and a 45% increase from the Fall 2016 Report.
- ↑ Other grant sources were the largest total funding source for 5% of respondents, a 484% increase from the Spring 2017 Report, and a 35% increase from the Fall 2016 Report.

OTHER ORGANIZATIONS

Largest Source of Total Funding



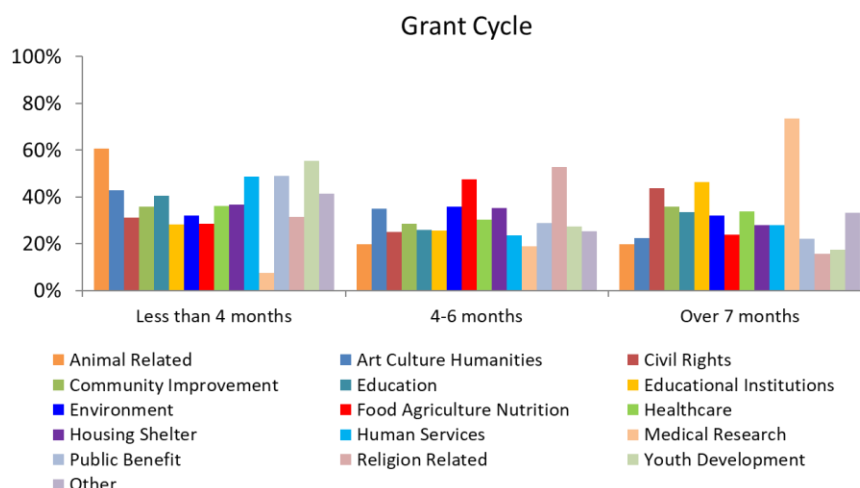
LARGEST SOURCE OF TOTAL FUNDING TRENDS FOR OTHER ORGANIZATIONS:

- ↓ Private foundations were the largest total funding source for 31% of respondents, an 18% decrease from the Spring 2017 Report, and a 14% decrease from the Fall 2016 Report.
- ↓ Community foundations were the largest total funding source for 5% of respondents, a 53% decrease from the Spring 2017 Report, and a 24% decrease from the Fall 2016 Report.
- ↓ Corporate grants were the largest total funding source for 11% of respondents, a 12% decrease from the Spring 2017 Report, and a 20% increase from the Fall 2016 Report.
- ↑ Federal government grants were the largest total funding source for 28% of respondents, a 73% increase from the Spring 2017 Report, and a 49% increase from the Fall 2016 Report.
- ↓ State government grants were the largest total funding source for 11% of respondents, a 15% decrease from the Spring 2017 Report, and a 25% decrease from the Fall 2016 Report.
- ↑ Local government grants were the largest total funding source for 3% of respondents, a 33% increase from the Spring 2017 Report, and a 14% decrease from the Fall 2016 Report.
- ↑ Other grant sources were the largest total funding source for 10% of respondents, a 66% increase from the Spring 2017 Report, and a 3% increase from the Fall 2016 Report.

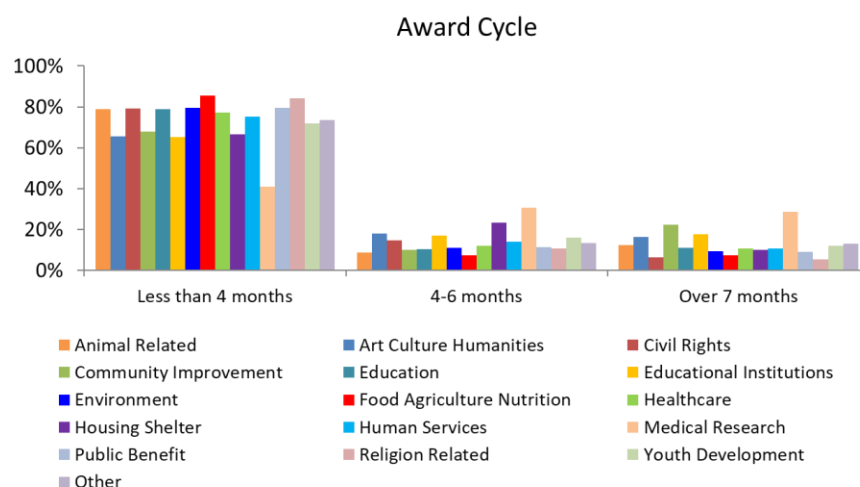
LARGEST INDIVIDUAL AWARDS

LARGEST AWARD LOGISTICS

The grant cycle length—from proposal submission to award decision—for the largest grant award varied by mission focus. A shorter grant cycle of less than four months was reported most frequently by Animal-Related organizations (61%). A longer grant cycle of seven months or more was reported most frequently by Medical Research organizations (74%).

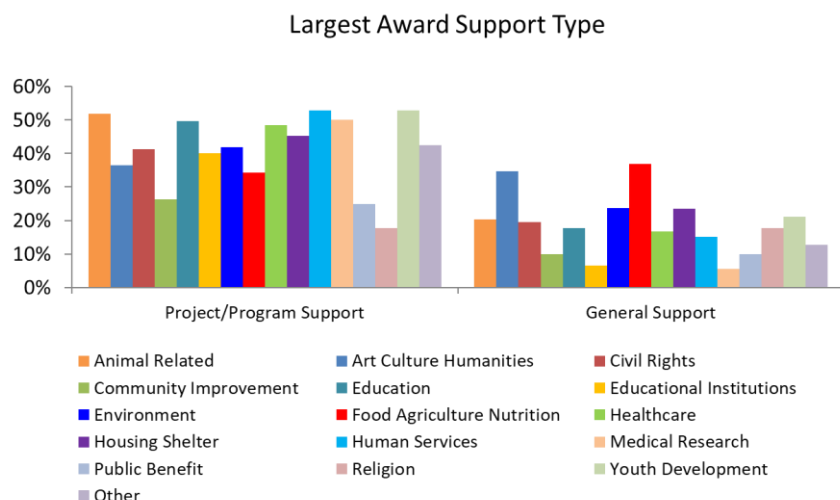


Once an award decision had been determined, funders generally released the award monies quickly. Receipt of award monies in less than four months was reported by most organizations, at rates ranging from 41% (Medical Research organizations) to 85% (Food, Agriculture, and Nutrition organizations). Delayed receipt of award monies, taking seven months or more, was reported most frequently by Medical Research organizations (29%).



LARGEST AWARD SUPPORT TYPE

Organizations within each mission focus most frequently reported receiving awards in the form of project/program support and general support.



Few organizations reported receiving any other support type at rate of 10% or more. The exceptions were capacity building funds for Community Improvement (20%) and Food, Agriculture, and Nutrition (11%) organizations; building funds for Housing and Shelter organizations (11%); advocacy funds for Civil Rights organizations (17%); events/sponsorship funds for Religion-Related organizations (18%); and mixed/multiple support funds for Public Benefit organizations (13%). Educational Institutions reported other funding sources at a rate of 12%.

LARGEST INDIVIDUAL AWARD SOURCE

When the source of the largest individual award is viewed through the lens of mission focus, differences in funding preferences become apparent.

Private foundations were the most frequent source of the largest individual award for organizations of every mission focus, excluding Educational Institutions and organizations focused on Medical Research, for which the Federal government was the largest award source.

In addition, an organization's budget size also impacts the source of the largest individual award.

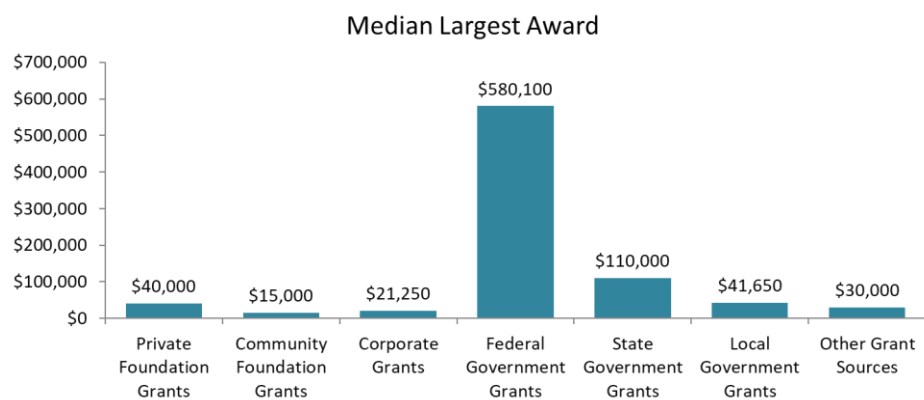
Community foundations, corporations, "other" grant sources, and local government tend to fund at rates in inverse proportion to budget size, while the rates of Federal and state government funding increase in proportion to budget size. Private foundations fund organizations with small or extra-large budgets at a lower rate than they fund organizations with medium, large, or very large budgets.

The mission focus with the highest rate of response for each source of funding is highlighted in yellow in the following chart.

Largest Individual Award Source	Animal Related	Art Culture Humanities	Civil Rights	Community Improvement	Education	Educational Institutions	Environment	Food Agriculture Nutrition
Private Foundation Grants	58%	37%	54%	23%	35%	19%	50%	33%
Community Foundation Grants	13%	8%	10%	10%	11%	3%	5%	8%
Corporate Grants	17%	7%	10%	10%	17%	3%	5%	21%
Federal Grants	2%	6%	6%	22%	6%	55%	9%	23%
State Grants	4%	22%	8%	21%	16%	15%	16%	8%
Local Government Grants	2%	15%	4%	4%	7%	2%	9%	5%
Other Grant Sources	4%	5%	6%	11%	9%	4%	7%	3%

Largest Individual Award Source	Healthcare	Housing Shelter	Human Services	Medical Research	Public Benefit	Religion Related	Youth Development	Other
Private Foundation Grants	39%	35%	30%	22%	29%	71%	35%	29%
Community Foundation Grants	7%	7%	10%	2%	7%	0%	17%	8%
Corporate Grants	8%	12%	9%	2%	16%	0%	15%	12%
Federal Grants	27%	23%	23%	63%	31%	0%	7%	27%
State Grants	12%	10%	17%	4%	11%	12%	12%	11%
Local Government Grants	3%	9%	9%	0%	7%	6%	6%	4%
Other Grant Sources	4%	4%	3%	6%	0%	12%	8%	9%

For reference, below is the median largest award size by funding source.



LARGEST AWARD BENCHMARKS

The median size of the largest grant award is a key benchmark to measure grantseeking success. The median largest award size is strongly impacted by mission focus, ranging from \$10,000 for Animal-Related and Religion-Related organizations to \$800,000 for Medical Research organizations.

Median Largest Award	Animal Related	Art Culture Humanities	Civil Rights	Community Improvement	Education	Educational Institutions	Environment	Food Agriculture Nutrition
Fall 2017	\$10,000	\$20,000	\$100,000	\$75,000	\$34,500	\$400,000	\$50,000	\$52,725
Spring 2017	\$10,000	\$25,000	NA	\$69,339	\$50,000	\$175,000	\$65,000	\$45,000
Fall 2016	\$15,000	\$25,000	\$134,000	\$75,000	\$40,000	\$416,250	\$50,000	\$25,000
Spring 2016	\$17,000	\$18,150	\$75,000	\$60,000	\$54,500	\$300,000	\$50,000	\$65,000

Median Largest Award	Healthcare	Housing Shelter	Human Services	Medical Research	Public Benefit	Religion Related	Youth Development	Other
Fall 2017	\$139,000	\$37,500	\$68,750	\$800,000	\$75,000	\$10,000	\$28,500	\$72,000
Spring 2017	\$50,500	\$65,000	\$50,000	NA	\$25,000	NA	\$45,000	\$50,000
Fall 2016	\$50,000	\$74,100	\$58,650	NA	\$48,000	NA	\$50,000	\$75,000
Spring 2016	\$50,000	\$65,000	\$50,000	NA	\$50,000	NA	\$40,000	\$50,000

MEDIAN LARGEST AWARD FUNDING TRENDS BY MISSION

FOCUS:

- ➔ Organizations with Animal-Related missions reported a median largest award of \$10,000, the same as the Spring 2017 Report, and a 33% decrease from the Fall 2016 Report.
- ↓ Art, Culture, and Humanities organizations reported a median largest award of \$20,000, a 20% decrease from both the Spring 2017 and Fall 2016 Reports.
- ↓ Civil Rights organizations reported a median largest award of \$100,000, a 25% decrease from the Fall 2016 report. Spring 2017 data are not available.
- ↑ Community Improvement organizations reported a median largest award of \$75,000, an 8% increase from the Spring 2017 Report, and the same as the Fall 2016 Report.
- ↓ Education organizations reported a median largest award of \$34,500, a 31% decrease from the Spring 2017 Report, and a 14% decrease from the Fall 2016 Report.
- ↑ Educational Institutions reported a median largest award of \$400,000, a 129% increase from Spring 2017 Report, and a 4% decrease from the Fall 2016 Report.
- ↓ Environment organizations reported a median largest award of \$50,000, a 23% decrease from the Spring 2017 Report, and the same as the Fall 2016 Report.
- ↑ Food, Agriculture, and Nutrition organizations reported a median largest award of \$52,725, a 17% increase from the Spring 2017 Report, and a 111% increase from the Fall 2016 Report.
- ↑ Healthcare organizations reported a median largest award of \$139,000, a 175% increase from the Spring 2017 Report, and a 178% increase from the Fall 2016 Report.
- ↓ Housing and Shelter organizations reported a median largest award of \$37,500, a 42% decrease from the Spring 2017 Report, and a 49% decrease from the Fall 2016 Report.

- ↑ Human Services organizations reported a median largest award of \$68,750, a 38% increase from the Spring 2017 Report, and a 17% increase from the Fall 2016 Report.
- Medical Research organizations reported a median largest award of \$800,000. This is the first time Medical Research organizations are reported in the State of Grantseeking.
- ↑ Organizations focused on Public Benefit reported a median largest award of \$75,000, a 200% increase from the Spring 2017 Report, and a 56% increase from the Fall 2016 Report.
- Religion-Related organizations reported a median largest award of \$10,000. This is the first time Religion-Related organizations are reported in the State of Grantseeking.
- ↓ Youth Development organizations reported a median largest award of \$28,500, a 37% decrease from the Spring 2017 Report, and a 43% decrease from the Fall 2016 Report.
- ↑ Other organizations reported a median largest award of \$72,000, a 44% increase from the Spring 2017 Report, and a 4% decrease from the Fall 2016 Report.

The following chart shows, by mission focus, the lowest and highest dollar awards, median award size, and average award size for the largest grant award.

Median Largest Award	Animal Related	Art Culture Humanities	Civil Rights	Community Improvement	Education	Educational Institutions	Environment	Food Agriculture Nutrition
Lowest \$	\$500	\$259	\$5,000	\$500	\$1,000	\$500	\$2,500	\$500
Highest \$	\$2,000,000	\$2,000,000	\$3,200,000	\$8,000,000	\$72,000,000	\$29,400,000	\$4,500,000	\$1,000,000
Median \$	\$10,000	\$20,000	\$100,000	\$75,000	\$34,500	\$400,000	\$50,000	\$52,725
Average \$	\$85,295	\$76,977	\$329,703	\$480,434	\$1,208,097	\$1,839,460	\$288,948	\$157,165

Median Largest Award	Healthcare	Housing Shelter	Human Services	Medical Research	Public Benefit	Religion Related	Youth Development	Other
Lowest \$	\$1,000	\$500	\$103	\$250	\$500	\$2,000	\$896	\$250
Highest \$	\$27,500,000	\$3,000,000	\$36,000,000	\$50,000,000	\$150,000,000	\$1,700,000	\$11,000,000	\$10,000,000
Median \$	\$139,000	\$37,500	\$68,750	\$800,000	\$75,000	\$10,000	\$28,500	\$72,000
Average \$	\$1,159,930	\$235,184	\$620,169	\$9,184,694	\$4,990,569	\$157,917	\$177,018	\$560,564

COLLABORATIVE GRANTSEEKING

Annual budget, with the implied increases in staff and infrastructure in tandem with the increases in budget size, had a significant effect on collaborative activities.

Sixty-four percent of organizations with budgets of \$25,000,000 or more participated in collaborative grantseeking in the first six months of 2017. In comparison, 27% of organizations with budgets under \$25,000,000 participated in collaborative grantseeking in the first six months of 2017. The two mission focuses with the largest budget size—Educational Institutions and Medical Research—had the highest rates of collaborative grant applications.

Mission focus also appeared to have an impact on collaborative activities beyond budget size. Community Improvement organizations, with a comparatively lower median annual budget of \$359,661, reported a comparatively higher rate of collaborative grantseeking (36%). Civil Rights organizations also reported comparatively higher rates of collaborative grantseeking (40%) in relationship to lower median annual budget sizes. Conversely, organizations focused on Housing and Shelter (23%) reported comparatively lower rates of collaborative grantseeking in relationship to larger median annual budget sizes.

Mission Focus	Median Budget	Collaborative Application	Collaborative Grant Won
Animal Related	\$260,000	12%	14%
Art, Culture, and Humanities	\$485,000	21%	23%
Civil Rights	\$550,000	40%	39%
Community Improvement	\$359,661	36%	40%
Education	\$715,145	27%	27%
Educational Institutions	\$41,000,000	60%	41%
Environment	\$870,000	37%	31%
Food, Agriculture, and Nutrition	\$350,000	26%	23%
Healthcare	\$2,000,000	35%	24%
Housing and Shelter	\$1,232,945	23%	28%
Human Services	\$1,648,924	30%	27%
Medical Research	\$20,500,000	53%	33%
Public Benefit	\$900,000	36%	33%
Religion Related	\$208,000	8%	8%
Youth Development	\$541,000	30%	33%
Other	\$1,280,000	36%	28%

INDIRECT/ADMINISTRATIVE COSTS AND FUNDING

INDIRECT/ADMINISTRATIVE COSTS AS A PERCENTAGE OF BUDGET

Sixty-two percent of all respondents reported that indirect/administrative costs comprised 20% or less of their annual budget.

Animal-Related organizations (83%), Human Services organizations (76%), and Environment organizations (74%) most frequently reported that indirect/administrative costs comprised 20% or less of their annual budgets.

Educational Institutions (33%) and Medical Research organizations (21%) least frequently reported that indirect/administrative costs comprised 20% or less of their annual budgets.

Indirect/Admin. Cost Budget %	Animal Related	Art Culture Humanities	Civil Rights	Community Improvement	Education	Educational Institutions	Environment	Food Agriculture Nutrition
0-10%	63%	20%	19%	38%	26%	19%	25%	43%
11-20%	20%	33%	48%	33%	36%	14%	49%	23%
21-30%	7%	17%	9%	12%	11%	10%	11%	16%
31-40%	1%	7%	7%	4%	7%	9%	2%	7%
41% or more	5%	7%	0%	2%	7%	30%	2%	5%
Unsure	4%	17%	17%	11%	13%	19%	11%	7%

Indirect/Admin. Cost Budget %	Healthcare	Housing Shelter	Human Services	Medical Research	Public Benefit	Religion Related	Youth Development	Other
0-10%	26%	30%	31%	12%	26%	22%	25%	27%
11-20%	31%	42%	45%	9%	28%	19%	41%	35%
21-30%	17%	19%	12%	16%	15%	14%	15%	10%
31-40%	6%	3%	3%	10%	4%	5%	3%	5%
41% or more	10%	3%	3%	34%	6%	10%	5%	10%
Unsure	12%	4%	6%	19%	22%	29%	12%	12%

INDIRECT/ADMINISTRATIVE COST FUNDING SOURCES

Individual donations (33%) were the most frequent source of indirect/administrative funding, while foundation grants (13%) were the least frequent source of indirect/administrative funding for all respondents.

By mission focus, individual donations were the most frequent source of indirect/administrative funding for all organizations except Civil Rights organizations, Educational Institutions, Healthcare organizations, Housing and Shelter organizations, and Medical Research organizations.

Indirect/Admin. Cost Funding Source	Animal Related	Art Culture Humanities	Civil Rights	Community Improvement	Education	Educational Institutions	Environment	Food Agriculture Nutrition
Foundation Grants	5%	9%	38%	18%	13%	6%	21%	15%
Government Grants	1%	8%	8%	21%	15%	48%	11%	7%
Fees for Services	21%	25%	8%	13%	20%	18%	16%	12%
Individual Donations	63%	39%	37%	25%	29%	6%	37%	44%
Other	10%	18%	8%	23%	23%	22%	15%	22%

Indirect/Admin. Cost Funding Source	Healthcare	Housing Shelter	Human Services	Medical Research	Public Benefit	Religion Related	Youth Development	Other
Foundation Grants	13%	16%	9%	18%	19%	5%	20%	13%
Government Grants	19%	14%	21%	67%	15%	0%	11%	25%
Fees for Services	26%	13%	16%	5%	13%	9%	19%	16%
Individual Donations	24%	28%	41%	5%	27%	75%	33%	29%
Other	18%	29%	13%	5%	25%	11%	17%	18%

INDIRECT/ADMINISTRATIVE COST FUNDING LIMITATIONS

Most organizations reported that non-government funders allowed 10% or less of an award for indirect/administrative costs.

Medical Research organizations (11%), Food, Agriculture, and Nutrition organizations (10%), and Civil Rights organizations (8%) most frequently reported that non-government funders allowed over 25% of an award for indirect/administrative costs.

Religion-Related organizations (66%) and Public Benefit organizations (33%) most frequently reported that they were unsure if non-government funders allowed a percentage of an award for indirect/administrative costs.

Indirect/Admin. Cost Funding Limitations	Animal Related	Art Culture Humanities	Civil Rights	Community Improvement	Education	Educational Institutions	Environment	Food Agriculture Nutrition
0%	13%	6%	8%	11%	8%	9%	5%	5%
1% - 10%	41%	36%	32%	46%	36%	44%	44%	37%
11% - 25%	15%	21%	31%	18%	25%	18%	19%	27%
26% or more	5%	5%	8%	4%	3%	7%	6%	10%
Unsure	26%	31%	21%	21%	28%	22%	27%	22%

Indirect/Admin. Cost Funding Limitations	Healthcare	Housing Shelter	Human Services	Medical Research	Public Benefit	Religion Related	Youth Development	Other
0%	7%	7%	9%	6%	7%	6%	7%	8%
1% - 10%	46%	38%	43%	38%	35%	15%	40%	37%
11% - 25%	24%	25%	22%	17%	20%	8%	21%	22%
26% or more	4%	4%	5%	11%	4%	6%	1%	5%
Unsure	19%	26%	21%	29%	33%	66%	30%	29%

INDIRECT/ADMINISTRATIVE COST CONTROLS

Respondents were asked, "How did you reduce your indirect/administrative costs?" The majority of organizations most frequently reported reducing the number of staff members as a cost control method.

Cost reduction techniques, by mission focus, are as follows.

Indirect/Admin. Cost Controls	Animal Related	Art Culture Humanities	Civil Rights	Community Improvement	Education	Educational Institutions	Environment	Food Agriculture Nutrition
Reduced services/programs offered	14%	32%	27%	25%	18%	22%	30%	14%
Reduced organization hours	0%	9%	13%	20%	11%	0%	20%	0%
Reduced organization geographic scope	0%	5%	13%	5%	4%	0%	10%	0%
Reduced staff salaries	29%	32%	33%	20%	25%	6%	20%	14%
Reduced number of staff	14%	50%	53%	40%	61%	44%	40%	86%
Reduced staff hours	29%	45%	13%	35%	7%	11%	30%	29%
Increased reliance on volunteer labor	43%	18%	27%	55%	25%	11%	30%	29%
Buying groups/economy of scale	0%	5%	0%	20%	4%	17%	10%	0%
Space/location sharing	0%	14%	27%	10%	4%	22%	20%	0%

Indirect/Admin. Cost Controls	Healthcare	Housing Shelter	Human Services	Medical Research	Public Benefit	Religion Related	Youth Development	Other
Reduced services/programs offered	15%	29%	25%	33%	50%	14%	17%	14%
Reduced organization hours	5%	0%	12%	33%	75%	0%	21%	5%
Reduced organization geographic scope	5%	0%	2%	17%	0%	0%	8%	10%
Reduced staff salaries	25%	0%	13%	17%	75%	14%	21%	5%
Reduced number of staff	50%	86%	55%	33%	50%	14%	46%	57%
Reduced staff hours	15%	0%	17%	33%	75%	14%	29%	19%
Increased reliance on volunteer labor	40%	43%	32%	50%	50%	86%	33%	14%
Buying groups/economy of scale	5%	14%	3%	17%	0%	0%	8%	10%
Space/location sharing	15%	14%	13%	17%	0%	14%	13%	5%

CHALLENGES TO GRANTSEEKING

Respondents continued to report that grantseeking's greatest challenges stem from the lack of time and staff for grantseeking activities (18%).

Reductions in the number of staff (51%), services and programs (21%), staff hours (21%), staff salaries (19%), and organization hours (11%) reduced indirect and administrative costs. In addition, respondents reduced these costs by increasing reliance on volunteer labor (31%), participating in space or location sharing (12%), buying groups (7%), and reducing their organization's geographic scope (5%). The following chart shows how responses have changed over time to the question, "What, in your opinion, is the greatest challenge to successful grantseeking?"

Reduction Technique	Fall 2017	Spring 2017	Fall 2016	Spring 2016
Reduced number of staff	51%	65%	62%	54%
Increased reliance on volunteer labor	31%	29%	29%	32%
Reduced services/programs offered	21%	23%	22%	21%
Reduced staff hours	21%	19%	19%	19%
Reduced staff salaries	19%	16%	18%	17%
Space/location sharing	12%	9%	14%	17%
Reduced organization hours	11%	12%	9%	11%
Buying groups/economy of scale for purchases	7%	5%	7%	13%
Reduced organization geographic scope	5%	3%	7%	4%

GRANTSEEKING CHALLENGES BY MISSION FOCUS

The most frequent challenge to grantseeking for most organizational mission focuses was a lack of time and/or staff. Other challenges mentioned most frequently by at least one mission focus included competition and reduced funding.

Challenges to Grantseeking	Animal Related	Art Culture Humanities	Civil Rights	Community Improvement	Education	Educational Institutions	Environment	Food Agriculture Nutrition
Competition	16%	11%	9%	10%	12%	21%	19%	21%
Reduced Funding	1%	6%	8%	17%	9%	17%	6%	0%
Economic Conditions	3%	7%	3%	7%	6%	9%	6%	14%
Funder Practices/Requirements	7%	14%	11%	13%	14%	7%	6%	9%
Internal Organizational Issues	0%	5%	2%	4%	5%	11%	8%	2%
Lack of Time and/or Staff	23%	28%	14%	17%	18%	12%	23%	19%
We Need a Grantwriter	9%	3%	14%	6%	5%	3%	2%	7%
Funder Relationship Building	9%	8%	14%	8%	12%	3%	9%	5%
Research, Finding Grants	21%	10%	5%	9%	12%	8%	9%	12%
Writing Grants	6%	2%	9%	2%	2%	3%	3%	7%
Other Challenges	3%	7%	11%	8%	4%	6%	8%	5%

Challenges to Grantseeking	Healthcare	Housing Shelter	Human Services	Medical Research	Public Benefit	Religion Related	Youth Development	Other
Competition	19%	16%	20%	20%	4%	7%	15%	12%
Reduced Funding	11%	6%	7%	29%	11%	0%	11%	13%
Economic Conditions	7%	7%	6%	17%	6%	3%	7%	5%
Funder Practices/Requirements	12%	17%	13%	7%	13%	2%	11%	14%
Internal Organizational Issues	7%	4%	4%	1%	6%	0%	5%	3%
Lack of Time and/or Staff	12%	17%	17%	6%	26%	27%	14%	16%
We Need a Grantwriter	5%	8%	7%	3%	7%	12%	10%	5%
Funder Relationship Building	7%	7%	7%	3%	11%	3%	10%	10%
Research, Finding Grants	13%	11%	11%	1%	7%	28%	9%	11%
Writing Grants	2%	6%	3%	9%	4%	8%	3%	4%
Other Challenges	6%	1%	4%	4%	6%	10%	5%	8%

RESPONDENT COMMENTARY

We asked survey participants to tell us more about their organizations' challenges to grantseeking. This word cloud, which gives greater prominence to words that appear more frequently in source text, was formed with those answers.



Many respondents across all focus areas stated that there was limited funding for their specific mission. From a big-picture perspective, respondents told us that there is a greater need for

non-restricted funding, regardless of mission focus. Many respondents also referenced the changing political landscape and the proposed state and Federal funding reductions and resulting confusion. In addition, frustration with greater expectations placed on fewer staff members, funder practices perceived as arduous, and a sense of disconnect between organizations and funders, the government, and the community as a whole were frequently called out. Respondent commentary on grantseeking challenges stretched to 108 pages.

A SAMPLE OF REPRESENTATIVE COMMENTS FROM SURVEY RESPONDENTS FOLLOWS:

- There is a lack of alignment between what grantmakers are interested in funding, and the true needs of our organization.
- With the politicians in Washington D.C. fighting over the budget, Federal programs are not being started in a timely manner.
- Varying online requirements and processes are a challenge.
- There aren't enough REAL grants for REAL money that do not require matching funds and that really help organizations, instead of being how some foundation can get the most publicity.
- We are in a county that is woefully under-resourced, with only a handful of foundations with limited assets. Foundations in neighboring counties cite "geographic boundary" as the reason for not funding our organization.
- Current political conditions are challenging.
- The competition seems greater, although relationship building definitely makes a difference. Funder requirements, such as those at the NEA, seem more ridiculous than ever for smaller amounts of money.
- Local foundations are still working under the wrong assumption that the 5% rolling average is a maximum rather than a minimum. Too many are still hung up on overhead. Too many foundations have hired outside web-based platforms to create an online process and it's written and created by people who have never written a grant proposal before. It's unsettling.
- Challenges include the economy, political unease, a lack of staff time, finding aligned funders, and a lack of previous relationship building.
- The greatest challenge is the anti-intellectualism, anti-education mindset of Federal and state legislatures and the ensuing budget cuts for research of any kind.
- There has been an increase in non-grantwriting responsibilities for development staff.
- State and local grants require the same work for small awards as for large awards, making the process very difficult for small organizations.

SURVEY RESPONDENTS BY MISSION FOCUS

As illustrated by the *Fall 2017 State of Grantseeking™ Survey* results, mission focus is a factor influencing the grantseeking experience. The following are typical organizations from each mission focus.

ANIMAL RELATED

Fifty-eight percent of respondents from Animal-Related organizations were directly associated with their organizations at an executive level, and 97% of respondents represented nonprofit organizations. Seventeen percent of Animal-Related organizations employed one to five people, while 39% were staffed by volunteers and 11% employed less than one full-time equivalent. Annual budgets under \$500,000 were reported by 69% of respondents. The median annual budget was \$260,000. Most Animal-Related organizations were from six to ten years old (16%), 11 to 25 years old (31%), or 26 to 50 years old (27%). Fifty-seven percent of these organizations were located in a mix of service area types (rural, suburban, and urban); the most frequent geographic service reach for Animal-Related organizations was multi-county (19%) or multi-state (27%). Twenty-two percent of these organizations reported a service population comprised of more than 50% individuals/families at or below the poverty level, while 22% reported that the question was not applicable to their mission.

ART, CULTURE, AND HUMANITIES

Sixty percent of respondents from Art, Culture, and Humanities organizations were directly associated with their organizations at an executive level, and 95% of respondents represented nonprofit organizations. Thirty-nine percent of Art, Culture, and Humanities organizations employed one to five people. Annual budgets between \$100,000 and \$499,999 were reported by 16% of respondents, and annual budgets between \$1,000,000 and \$4,999,999 were reported by 22% of respondents. The median annual budget was \$485,000. Most Art, Culture, and Humanities organizations were between 11 and 50 years old (60%). Thirty-three percent of these organizations were located in a mix of service area types (rural, suburban, and urban) and 41% were located in urban service areas. The most frequent geographic service reach for Art, Culture, and Humanities organizations was multi-county (29%) or multi-state (17%). Nine percent of these organizations reported a service population comprised of more than 50% individuals/families at or below the poverty level, while 14% reported that the question was not applicable to their mission.

CIVIL RIGHTS

Fifty-eight percent of respondents from Civil Rights organizations were directly associated with their organizations at an executive level, and 63% of respondents represented nonprofit organizations. Thirty-three percent of Civil Rights organizations employed one to five people, while 28% employed six to 25 people. Annual budgets under \$500,000 were reported by 55%

of respondents, and annual budgets between \$1,000,000 and \$4,999,999 were reported by 23% of respondents. The median annual budget was \$550,000. Most Civil Rights organizations were between 11 and 50 years old (58%). Fifty-five percent of these organizations were located in a mix of service area types (rural, suburban, and urban), while 23% were located in urban service areas. The most frequent geographic service reach for Civil Rights organizations was national (28%) or one state (19%). Fifty-six percent of these organizations reported a service population comprised of more than 50% individuals/families at or below the poverty level, while 17% reported that the question was not applicable to their mission.

COMMUNITY IMPROVEMENT

Fifty-seven percent of respondents from Community Improvement organizations were directly associated with their organizations at an executive level, and 82% of respondents represented nonprofit organizations. Thirty-two percent of Community Improvement organizations employed one to five people, while 27% employed six to 25 people. Annual budgets under \$500,000 were reported by 51% of respondents, and annual budgets between \$1,000,000 and \$4,999,999 were reported by 22% of respondents. The median annual budget was \$359,661. Most Community Improvement organizations were between 11 and 50 years old (51%). Forty-six percent of these organizations were located in a mix of service area types (rural, suburban, and urban), while 22% were located in urban service areas. The most frequent geographic service reach for Community Improvement organizations was multi-county (20%) or national (11%). Forty-six percent of these organizations reported a service population comprised of more than 50% individuals/families at or below the poverty level, while 12% reported that the question was not applicable to their mission.

EDUCATION

Fifty-four percent of respondents from Education organizations were directly associated with their organizations at an executive level, and 81% of respondents represented nonprofit organizations. Twenty-seven percent of Education organizations employed one to five people, while 15% employed 11 to 25 people. Forty-five percent of respondents reported annual budgets under \$500,000, whereas 23% reported annual budgets between \$1,000,000 and \$4,999,999. The median annual budget was \$715,145. Most Education organizations were between 11 and 50 years old (58%). Thirty percent of these organizations were located in urban service areas, while 42% were located in a mix of service area types (rural, suburban, and urban). The most frequent geographic service reach for Education organizations was multi-county (19%) or one county (14%). Forty-seven percent of these organizations reported a service population comprised of more than 50% individuals/families at or below the poverty level, while 7% reported that the question was not applicable to their mission.

EDUCATIONAL INSTITUTIONS

Fifty-nine percent of respondents from Educational Institutions were directly associated with their organizations at an employee level. Among respondent institutions, 22% were K-12

schools, while 14% were two-year colleges, and 64% were four-year colleges or universities. Seventy-three percent of Educational Institutions employed over 200 people. Annual budgets of \$25,000,000 and over were reported by 61% of respondents. The median annual budget was \$41,000,000. Most Educational Institutions were over 50 years old (75%). Thirty-three percent of these organizations were located in a mix of service area types (rural, suburban, and urban), and 46% were located in urban service areas. The most frequent geographic service reach for Educational Institutions was multi-county (18%) or international (41%). Seventeen percent of these organizations reported a service population comprised of more than 50% individuals/families at or below the poverty level, while 20% reported that the question was not applicable to their mission.

ENVIRONMENT

Fifty-seven percent of respondents from Environment organizations were directly associated with their organizations at an executive level, and 93% of respondents represented nonprofit organizations. Thirty-six percent of Environment organizations employed one to five people, while 26% employed six to 25 people. Forty percent of respondents reported annual budgets under \$500,000, while 26% reported annual budgets between \$1,000,000 and \$4,999,999. The median annual budget was \$870,000. Most Environment organizations were between 11 and 50 years old (64%). Fifty-seven percent of these organizations were located in a mix of service area types (rural, suburban, and urban); the most frequent geographic service reach for Environment organizations was multi-county (20%) or one state (20%). Thirteen percent of these organizations reported a service population comprised of more than 50% individuals/families at or below the poverty level, while 37% reported that the question was not applicable to their mission.

FOOD, AGRICULTURE, AND NUTRITION

Fifty-six percent of respondents from Food, Agriculture, and Nutrition organizations were directly associated with their organizations at an executive level, and 87% of respondents represented nonprofit organizations. Thirty-four percent of Food, Agriculture, and Nutrition organizations employed one to five people, while 27% employed six to 25 people, and 11% employed less than one full-time equivalent. Sixty percent of respondents reported annual budgets under \$500,000, while 20% reported annual budgets between \$1,000,000 and \$4,999,999. The median annual budget was \$350,000. Most Food, Agriculture, and Nutrition organizations were between 11 and 50 years old (63%). Fifty-one percent of these organizations were located in a mix of service area types (rural, suburban, and urban), and 25% were located in suburban service areas. The most frequent geographic service reach for Food, Agriculture, and Nutrition organizations was multi-county (23%) or one county (20%). Sixty-eight percent of these organizations reported a service population comprised of more than 50% individuals/families at or below the poverty level, while 7% reported that the question was not applicable to their mission.

HEALTHCARE

Forty-five percent of respondents from Healthcare organizations were directly associated with their organizations at an executive level, and 89% of respondents represented nonprofit organizations. Thirteen percent of Healthcare organizations employed one to five people, whereas 38% were staffed by over 200 people. Twenty-two percent of respondents reported annual budgets between \$1,000,000 and \$4,999,999, and 27% reported annual budgets of \$25,000,000 and over. The median annual budget was \$2,000,000. About half of the reporting Healthcare organizations were between 11 and 50 years old (49%). Fifty-two percent of these organizations were located in a mix of service area types (rural, suburban, and urban), while 27% were located in urban service areas. The most frequent geographic service reach for Healthcare organizations was multi-county (31%) or multi-state (16%). Forty-five percent of these organizations reported a service population comprised of more than 50% individuals/families at or below the poverty level, while 11% reported that the question was not applicable to their mission.

HOUSING AND SHELTER

Fifty-four percent of respondents from Housing and Shelter organizations were directly associated with their organizations at an executive level, and 95% of respondents represented nonprofit organizations. Thirty percent of Housing and Shelter organizations employed one to five people, while 19% employed 11 to 25 people. Thirty-three percent of respondents reported annual budgets between \$1,000,000 and \$4,999,999, and 29% reported annual budgets between \$250,000 and \$999,999. The median annual budget was \$1,232,945. Most Housing and Shelter organizations were between 11 and 50 years old (73%). Forty-seven percent of these organizations were located in urban service areas, while 30% were located in a mix of service area types (rural, suburban, and urban). The most frequent geographic service reach for Housing and Shelter organizations was multi-county (32%) or one county (24%). Eighty-two percent of these organizations reported a service population comprised of more than 50% individuals/families at or below the poverty level, while 4% reported that the question was not applicable to their mission.

HUMAN SERVICES

Fifty-nine percent of respondents from Human Services organizations were directly associated with their organizations at an executive level, and 95% of respondents represented nonprofit organizations. Twenty-two percent of Human Services organizations employed one to five people, while 13% employed 11 to 25 people, and 17% employed 26 to 75 people. Annual budgets between \$1,000,000 and \$4,999,999 were reported by 28% of respondents, while 31% of respondents reported annual budgets of \$5,000,000 or more. The median annual budget was \$1,648,924. Most Human Services organizations were between 11 and 50 years old (58%). Forty-seven percent of these organizations were located in a mix of service area types (rural, suburban, and urban) and 27% were located in urban service areas. The most frequent geographic service reach for Human Services organizations was multi-county (35%) or one

county (19%). Seventy-five percent of these organizations reported a service population comprised of more than 50% individuals/families at or below the poverty level, while 5% reported that the question was not applicable to their mission.

MEDICAL RESEARCH

Seventy percent of respondents from Medical Research organizations were directly associated with their organizations as an employee, while 18% were at the executive level. Thirty-six percent of respondents represented nonprofit organizations; 55% represented educational institutions. Seventy-one percent of Medical Research organizations employed over 200 people. Annual budgets over \$25,000,000 were reported by 55% of respondents. Twenty-seven percent of respondents reported annual budgets between \$1,000,000 and \$24,999,999, and 12% reported annual budgets below \$500,000. The median annual budget was \$20,500,000. Most Medical Research organizations were over 50 years old (63%). Thirty-seven percent of these organizations were located in a mix of service area types (rural, suburban, and urban), while 54% were located in urban service areas. The most frequent geographic service reach for Medical Research organizations was international (54%), or national (17%). Twelve percent of these organizations reported a service population comprised of more than 50% individuals/families at or below the poverty level, while 48% reported that the question was not applicable to their mission.

PUBLIC BENEFIT

Thirty-seven percent of respondents from Public Benefit organizations were directly associated with their organizations at an executive level, while 30% were employees. Fifty-seven percent of respondents represented nonprofit organizations; 32% represented government or tribal entities. Twenty-four percent of Public Benefit organizations employed one to five people, while 15% were staffed by six to 25 people, and 23% were staffed by over 200 people. Annual budgets over \$25,000,000 were reported by 20% of respondents. Nineteen percent of respondents reported annual budgets between \$1,000,000 and \$9,999,999, and 47% reported annual budgets below \$500,000. The median annual budget was \$900,000. Most Public Benefit organizations were between 11 and 50 years old (40%) or from 51 to 100 years old (27%). Forty-six percent of these organizations were located in a mix of service area types (rural, suburban, and urban), while 26% were located in urban service areas. The most frequent geographic service reach for Public Benefit organizations was multi-county (17%), one city/town (15%), or one state (15%). Twenty-eight percent of these organizations reported a service population comprised of more than 50% individuals/families at or below the poverty level, while 20% reported that the question was not applicable to their mission.

RELIGION RELATED

Fifty-six percent of respondents from Religion-Related organizations were directly associated with their organizations at an executive level, and 90% of respondents represented nonprofit organizations. Forty-four percent of Religion-Related organizations employed one to five people,

while 14% employed 11 to 25 people. Fourteen percent of respondents reported an all-volunteer staff. Seventy-one percent of respondents reported annual budgets below \$500,000, while 21% reported annual budgets between \$1,000,000 and \$4,999,999. The median annual budget was \$208,000. Most Religion-Related organizations were between 11 and 50 years old (35%) or over 50 years old (35%). Forty-seven percent of these organizations were located in a mix of service area types (rural, suburban, and urban) and 30% were located in suburban service areas. The most frequent geographic service reach for Religion-Related organizations was international (31%) or multi-county (17%). Thirty-one percent of these organizations reported a service population comprised of more than 50% individuals/families at or below the poverty level, while 18% reported that the question was not applicable to their mission.

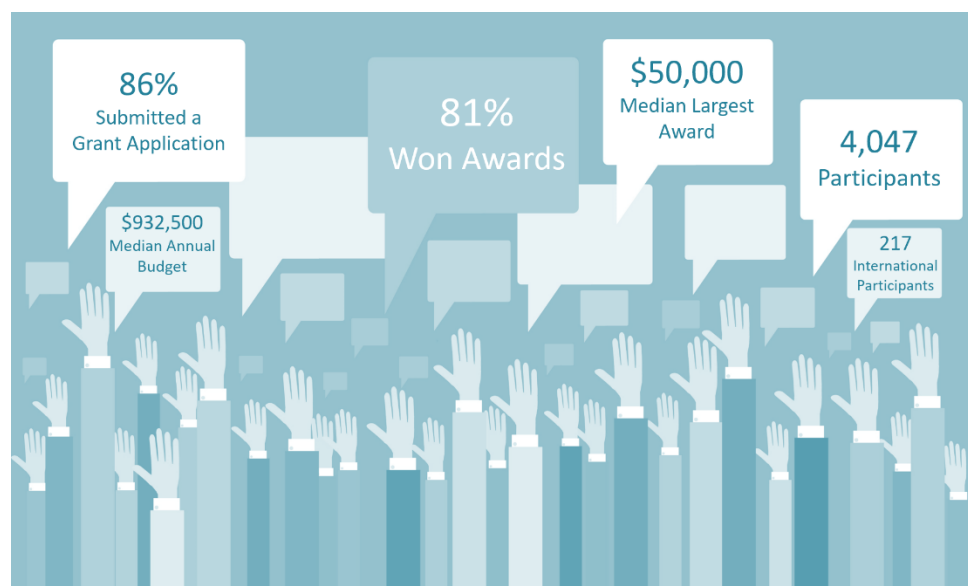
YOUTH DEVELOPMENT

Sixty-two percent of respondents from Youth Development organizations were directly associated with their organizations at an executive level, and 95% of respondents represented nonprofit organizations. Thirty-two percent of Youth Development organizations employed one to five people, while 13% employed 11 to 25 people. Forty-eight percent of respondents reported annual budgets below \$500,000, while 26% reported annual budgets between \$1,000,000 and \$4,999,999. The median annual budget was \$541,000. Most Youth Development organizations were between 11 and 50 years old (53%). Thirty-seven percent of these organizations were located in a mix of service area types (rural, suburban, and urban) and 37% were located in urban service areas. The most frequent geographic service reach for Youth Development organizations was multi-county (26%) or one city/town (14%). Sixty-nine percent of these organizations reported a service population comprised of more than 50% individuals/families at or below the poverty level, while 3% reported that the question was not applicable to their mission.

OTHER FOCUSES

The category of Other organizations is comprised of those mission focuses without sufficient respondents for statistical veracity. Forty-one percent of respondents from Other organizations were directly associated with their organizations at an executive level, and 75% of respondents represented nonprofit organizations. Twenty-four percent of Other organizations employed one to five people, while 22% employed six to 25 people. Annual budgets between \$1,000,000 and \$4,999,999 were reported by 25% of respondents, while 35% of respondents reported annual budgets under \$500,000. The median annual budget was \$1,280,000. Most Other organizations were between 11 and 50 years old (45%) or between 51 and 100 years old (19%). Fifty-one percent of these organizations were located in a mix of service area types (rural, suburban, and urban); the most frequent geographic service reach for Other organizations was multi-county (21%) or international (22%). Forty-five percent of these organizations reported a service population comprised of more than 50% individuals/families at or below the poverty level, while 20% reported that the question was not applicable to their mission.

RESPONDENT DEMOGRAPHICS



ORGANIZATIONAL AFFILIATION

Of the respondents, 90% were directly associated with the organizations they represented as executives (47%), employees (36%), board members (5%), or volunteers (3%). Consultants (5%) and government employees (5%) comprised the remaining 10% of respondents.

TYPE OF ORGANIZATION

Most respondents (95%) represented nonprofit organizations (75%), educational institutions (15%), or government entities and tribal organizations (5%). The remainder (5%) included businesses and consultants. Among respondents from educational institutions, 14% represented K-12 schools and 86% represented two- or four-year colleges and universities.

ORGANIZATIONAL AGE

Organizations ten years of age or under comprised 19% of respondents. Organizational ages of 11 to 25 years were reported by 21% of respondents, while 29% reported organizational ages of 26 to 50 years. Organizations from 51 to 100 years of age comprised 17% of respondents, and 14% of respondents comprised organizations over 100 years of age.

ANNUAL BUDGET

Respondent organizations reported annual budgets less than \$100,000 (15%), between \$100,000 and \$499,999 (23%), between \$500,000 and \$999,999 (9%), between \$1 million and \$4,999,999 (22%), between \$5 million and \$9,999,999 (7%), between \$10 million and \$24,999,999 (8%), and \$25 million and over (17%). The median annual budget of respondent organizations was \$932,500.

STAFF SIZE

One to five people were employed by 24% of respondent organizations. Twenty-one percent of respondent organizations employed six to 25 people, while 11% employed 26 to 75 people. Nine percent of respondent organizations employed 76 to 200 people, and 20% employed over 200 people. Less than one full-time equivalent employee was reported by 6% of respondents. All-volunteer organizations comprised 8% of respondents.

STAFF ETHNICITY

Respondents were asked, "What percentage of your organization (staff, management, and board) self-identify as persons of color?" For 38% of respondents, less than 10% of their organization was comprised of persons of color. Organizations reporting 11% to 50% persons of color comprised 34% of respondents, and 14% of respondents were from organizations with 51% or more persons of color on their staff, management, or board. This question was not applicable for 13% of respondents.

PRIMARY GRANTSEEKER

Most respondent organizations relied on staff members (74%) to fill the role of primary grantseeker. Board members (7%), volunteers (5%), and contract grantwriters (7%) were also cited as the primary grantseeker. Seven percent of respondent organizations were not engaged with active grantseekers.

LOCATION

Within the United States, respondents came from all 50 states, the District of Columbia, and two territories. In addition, respondents from eight Canadian provinces participated, and 160 respondents were from countries outside of the United States and Canada.

SERVICE AREA

The State of Grantseeking™ Report utilizes the Census Bureau's population-based area classification. Rural service areas containing fewer than 2,500 people were reported by 7% of respondents. Seventeen percent of respondents reported cluster/suburban service areas containing between 2,500 and 50,000 people. Urban service areas containing over 50,000 people were reported by 32% of respondents. In addition, 44% of respondents reported a service area comprised of a combination of these population-defined areas.

GEOGRAPHIC REACH

Organizations with an international, continental, or global geographic reach comprised 17% of respondents, while organizations with a national geographic reach comprised 9%. Multi-state organizational reach was reported by 11% of respondents, while 11% reported an individual-state reach. A multi-county reach was reported by 24% of respondents, and a one-county reach was reported by 12%. Eight percent of respondents reported a multi-city organizational reach,

while 6% reported a geographic reach within an individual city. In addition, 2% of respondents reported a reach comprised of other geographic or municipal divisions.

POVERTY LEVEL

Respondents were asked, "What percentage of your service recipients/clients/program participants are comprised of individuals/families at or below the poverty level?" Service to individuals or families in poverty was reported at a rate of 76% or more by 30% of respondents, while 15% reported serving those in poverty at a rate of 51% to 75%. Service to individuals or families in poverty at a rate of 26% to 50% was reported by 16% of respondents. Service to those in poverty at a rate of 11% to 25% was reported by 16% of respondents, while 10% reported a service rate of 10% or less to those in poverty. This question was not applicable for 14% of respondents.

MISSION FOCUS

The 25 major codes (A to Y) from the NTEE Classification System, developed by the National Center for Charitable Statistics, were utilized as mission focus answer choices. Each mission focus choice had some respondents.

Almost half (48%) of the respondent organizations reported one of three mission focuses: Human Services (20%), Education (17%), and Art, Culture, and Humanities (11%). The next most frequent mission focus responses were Health (9%), Youth Development (6%), Community Improvement (5%), and Medical Research (4%). Housing and Shelter, Environment, and Animal-Related were each reported by 3% of respondents. Food, Agriculture, and Nutrition, Public and Society Benefit, Civil Rights, and Religion-Related missions were each reported by 2% of respondents. The remaining mission focuses, reported at a rate of under 2% by respondent organizations, were aggregated into the category of Other (11%).

METHODOLOGY

The Fall 2017 State of Grantseeking™ Report presents a trending, ground-level look at the grantseeking experience, and focuses on funding from non-government grant sources and government grants and contracts. The information in this report, unless otherwise specified, reflects recent and trending grantseeking activity during the first six months of 2017 (January through June). For the purpose of visual brevity, response rates are rounded to the nearest whole number; totals will range from 99% to 102%.

The Fall 2017 State of Grantseeking™ Survey was open from August 15, 2017, through September 30, 2017, and received 4,047 responses. The survey was conducted online using Survey Monkey, and was not scientifically conducted. Survey respondents are a nonrandom sample of organizations that self-selected to take the survey based on their affiliation to GrantStation and GrantStation partners. Due to the variation in respondent organizations over time, using focused survey results, for example reports by mission focus or budget size, may provide a more beneficial resource for your specific organization.

This report was produced by [GrantStation](#), and underwritten by [Altum/PhilanTrack](#), [Foundant-GrantHub](#), the [Grant Professionals Association](#), [GrantVantage](#), and [TechSoup](#). In addition, it was promoted by many generous partner organizations via emails, e-newsletters, websites, and various social media outlets. Ellen C. Mowrer, Diana Holder, and Juliet Vile wrote, edited, and contributed to the report.

For media inquiries or permission to use the information contained in *The Fall 2017 State of Grantseeking™ Report* in oral or written format, presentations, texts, online, or other contexts, please contact Ellen Mowrer at ellen.mowrer@grantstation.com.

STATISTICAL DEFINITIONS

- Descriptive statistics: The branch of statistics devoted to the exploration, summary, and presentation of data. The State of Grantseeking Reports use descriptive statistics to report survey findings. Because this survey was not scientifically conducted, inference—the process of deducing properties of the underlying population—is not used.
- Maximum: The highest value in a set of numbers.
- Mean: The sum of a set of numbers, divided by the number of entries in a set. The mean is sometimes called the average.
- Median: The middle value in a set of numbers.
- Minimum: The lowest value in a set of numbers.
- Mode: The most common or frequent number in a set.
- Frequency: How often a number is present in a set.
- Percentage: A rate per hundred. For a variable with n observations, of which the frequency of a certain characteristic is r, the percentage is $100 \times r/n$.
- Population: A collection of units being studied.

ABOUT GRANTSTATION



Serving over 30,000 individual grantseekers and hundreds of partners that represent hundreds of thousands of grantseekers, [GrantStation](#) is a premiere suite of online resources for nonprofits, municipalities, tribal groups, and educational institutions. We write detailed and comprehensive profiles of grantmakers, both private and governmental, and organize them into searchable databases (U.S., Canadian, and International).



At GrantStation, we are dedicated to creating a civil society by assisting the nonprofit sector in its quest to build healthy and effective communities. We provide the tools for you to find new grant sources, build a strong grantseeking program, and write winning grant proposals.

- Do you struggle to identify new funding sources? We've done the research for you.
- Does the lack of time limit your ability to submit grant requests? We have tutorials on creating time and making space for grant proposals.
- Do you have a grants strategy for 2018? We offer a three-pronged approach to help you develop an overall strategy to adopting a powerful grantseeking program.

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ABOUT THE UNDERWRITERS



Altum is an award-winning software development and information technology company with expertise in health information technology (IT), grants management, and performance management solutions. Since 1997, Altum has provided innovative software products and services to both philanthropic and government organizations.

Altum offers industry-leading grants management solutions. Altum's products include proposalCENTRAL®, an online grantmaking website shared by many government, nonprofit, and private grantmaking organizations; PhilanTrack® for Grantmakers, an online grantmaking website that streamlines the grants process for grantmakers and their grantees; and PhilanTrack® for Grantseekers, an online solution that helps grantseeking organizations better manage the grants they're pursuing.

Our work has received distinction and awards including: the Deloitte Fast 50 award two years in a row, the Inc. 5000 list for five years including 2016, an Excellence.gov finalist, and recognition as a 2015 Computerworld Premier IT Leader.

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Nurturing What's Possible™



GRANTHUB

[GrantHub](#) is an easy-to-use, low cost, grant management solution. Designed to manage your pipeline of funding opportunities, streamline proposal creation, and track your grant deadlines, reports, and tasks—GrantHub provides convenient, secure access to centralized grant and funder information. GrantHub is a simple and affordable solution for nonprofit organizations and [grant consultants](#).

Are you still using a combination of spreadsheets, calendars, files, and manual tracking systems? There's a better way. GrantHub manages all your tasks, applications, reports, and important grant documents. Plus, it sends you email reminders for your application deadlines and report due dates!

Go to <https://grantseekers.foundant.com/free-trial/> to sign up for a 14-day free trial!

GrantHub is an intuitive grant management solution specifically designed to increase your efficiency and funding success by:

- managing grant opportunities and pipelines;
- tracking tasks / deadlines / awards;
- streamlining proposal creation and submission; and,
- providing convenient, centralized access to grant and funder information.

GrantHub helps you focus on your mission and save time by:



Managing your funders
and grant opportunities



Tracking tasks and
grant deadlines



Streamlining the
creation of new
proposals



Keeping a central
repository of important
grant documents



Tracking, reporting, and
communicating grant
fundraising reports

GrantHub—an online grant management solution for grantseekers—is powered by [Foundant Technologies](#), creator of the powerful online grant management system for grantmakers, Grant Lifecycle Manager (GLM), and the complete software solution for community foundations, CommunitySuite.



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Are you searching for a place where you can connect with other grant professionals in the industry or find helpful ways to grow professionally? The Grant Professionals Association (GPA) is that place! [The Grant Professionals Association](#), a nonprofit membership association, builds and supports an international community of grant professionals committed to serving the greater public good by practicing the highest ethical and professional standards.

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Built by Grant Managers, For Grant Managers

[GrantVantage](#) gives project managers a complete, top-down view of all grants, contracts, sub-awards, objectives, performance measures, activities, and staff assignments. Our dynamic dashboards enable you to see all financial and performance summary data in one place.

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Implementation of our grant management software is easy. As a cloud-based service, there's no software to install and no servers to manage. The [GrantVantage](#) system is easy for your organization to adopt. We provide training and data migration services to ensure you don't miss a step during the transition.

Training

Our world-class trainers have experience working with federal, state, and tribal governments, domestic and international intermediaries, foundations, colleges and universities, and community health and nonprofit organizations. Our team has provided training to organizations and on projects throughout the continental U.S., Alaska, Canada, the Pacific Basin, Latin America, Europe, and Russia

Integration

[GrantVantage](#) integrates with many existing and widely-used financial management systems, so you don't have to change how you're currently managing any of your back-office processes or systems. Our integration team will ensure a smooth flow of data in and out of your [GrantVantage](#) system.



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